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Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.
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L. M. BINGHAM, Editor

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New Year's Resolutions

By WILLIAM A. PURTELL, *President, Manufacturers Association of Connecticut*

IN THIS first issue of CONNECTICUT INDUSTRY for 1950 I desire to convey my belated but most sincere wishes for "A Happy Busy New Year" to all. The beginning of another year also affords me the opportunity of expressing my deep appreciation to our Board of Directors, to our members, and to our excellent staff for the willing support and able assistance and cooperation they have given me as President during 1949.

By the time this issue reaches the hands of its readers, many, if not most, of those good resolutions we all make on New Year's Day may be dead—perhaps awaiting resurrection one year hence. I know that many of my good resolutions have budded, bloomed and perished in the space of but a few hours. New Year's resolutions are worthwhile, nevertheless, if for no other reason than to make us conscious of our shortcomings.

Generally, New Year's resolutions are not really resolutions at all but rather a form of wishful thinking with little resolute determination involved. This applies particularly to such New Year's resolutions as "cutting down on smoking," or "watching the waistline," or "taking more exercise," or perhaps "taking it easier." There is a certain amount of pleasure thinking about doing such things but really not doing much about them. Fortunately such pseudo-resolutions, whether obeyed or not, affect us chiefly as individuals.

However, the new year does provide the occasion for a review of our past actions involving other people so that our future actions may be better directed for the benefit of others as well as ourselves. Is not this a good time for each and every one of us to determine that during 1950 we will

devote a little more time, thought and effort to the performance of a prime duty of citizenship—the duty of learning more, and talking more, about the functioning of our system of society—of our way of life—if you will? It seems to me to be a prime duty of business leaders, labor leaders, social leaders, church leaders, civic leaders, educational leaders, yes, even political leaders, to teach by word and by action the value to all men of this competitive capitalistic system by which we live.

We should resolve to point out to our youngsters, and our adults as well, the real worth of our American economic system and what we must do to retain it. We should resolve to acquaint our people in a realistic and factual way with the functioning of this useful, social and economic tool—competitive capitalism. We can't wait for George to do it. It is too big a job. It is too important a job, and it's a job in which time is not unlimited. If zeal and fervor can be aroused in the minds of many for such as Communism and Socialism, why can't the same or a greater amount of fervor, enthusiasm and zeal be aroused and exhibited for something infinitely better for mankind?

In this Republic the power of determination rests with the people. As they know, so shall they act. It is the duty of each and everyone of us to help our fellow-citizens to know, to understand, and to help improve our system of competitive capitalism.

What better resolution can we each make than this—"During 1950 I shall seek to improve our American way of life and to exert my best efforts to create a better understanding and appreciation of its virtues among my fellow-citizens."



THE "ATTENTIVE LOOK" caught by the photographer in this picture is significant of the real interest shown by the Federation clubwomen as they listened to the explanations of their guides at each new "point of interest" throughout the tour of the U. I. power plant and office.

CLUBWOMEN SEE POWER INDUSTRY AT WORK

Editor's Note: Since the women of America spend more than 80% of the money and control a large portion of the assets, who more than they have a better right to be told how this money is created and invested in equipment to produce the bulk of the income and services of an industrial state like Connecticut? That's what they thought—hence this second meeting to see what makes the power industry "tick". Here's hoping that industries in every community in the state will spell out a welcome in capital letters as large as those used by the United Illuminating Company for state women's groups or any local clubs who may desire to see other "industries at work".

APPROXIMATELY 100 officers and representatives of women's clubs affiliated with the Connecticut State Federation of Women's Clubs participated in the second of a series of Industry Day meetings held in New Haven on Tuesday, November 15. Labeled the "Connecticut At Work" series, dedicated to the job of emphasizing the part industry plays in the daily lives of Connecticut people, and in our American and world economies, the New Haven meeting included a guided tour of the English Station

power plant and the office building of the United Illuminating Company, New Haven, followed by a luncheon meeting at the New Haven Lawn Club.

Planned by the Industry Committee of the Federation, under the chairmanship of Mrs. Richard G. Koch, of Hamden, with the cooperation of officials of the United Illuminating Company, the day's program started at 10:00 A. M. with busses meeting the guests arriving by train at the railroad station and those coming by auto at the New Haven Lawn Club,

and taking them to the English Power Station. Each guest was given a numbered ribbon badge with the number of her group, and a plant tour booklet which aided the explanation given by the chief guide on each bus about the chief points of interest.

Plant Tour

Starting at the door near the company's ash unloader, each group was guided through the basement, the first and second floors, and finally through the control room, back to waiting busses—all within one hour. En route guides explained the operation and function of each piece of equipment which was also plainly labeled with signs telling of its cost and the fact that a \$58,000 investment was required by the company for each employee working—or some \$50,000 more than the required investment per employee for the average manufacturing industry.

After a short bus trip the groups were guided through the various departments of the company's modern office to observe enroute one of the high points of the tour—the near miraculous operation of machines which compute, check, print, fold and address monthly bills for 160,000 customers, with the aid of only a small number of skilled operators. After a short rest period in the company's auditorium, where cooking schools are conducted, the groups returned by bus to the Lawn Club at 12:00 o'clock.

After registering, the guests viewed a number of interesting United Illuminating Company displays which further explained additional minute details of the expert planning required to meet the power demands of a large metropolitan area with the maximum of safety and service and the minimum of discomfort to consumers in the event of failure of an important piece of equipment. Other displays dramatized the company's suggestion system, a list of talks by company personnel, movies shown to schools, the Police Handbook, New Customers Book and recreational activities of employees.

Luncheon Meeting

The luncheon meeting featured talks by William A. Purtell, president of the Manufacturers Association of Connecticut and William C. Bell, president of the United Illuminating Company, preceded by brief greetings from Hon. William Celentano, Mayor of New Haven, and a response by Mrs. Wilmer Shultz, president of the Connecticut State Federation of Women's Clubs, who also spoke briefly in praise of the Industry Day program. Mrs. Richard Koch, of Hamden, acted as chairman, introducing the speakers and head table guests.

Speaking on the topic "Today's Greatest Challenge," President Purtell emphasized that Americans today must have full information about the system under which they live. Said he, in part, "There is in the world today a clash of philosophies. In its greatest magnitude this is true on the international scene; to a lesser degree within the country."

Mr. Purtell traced the development of government from the old idea of a strong ruler through the beginnings of respect for the individual to the modern democratic state. "Many people today are attracted to the idea that we can retain our democracy but

give away much to a paternalistic government. There is a danger in this," he warned. "Every time man has tried to do this he has found power which he couldn't throw off. Make sure that the solution is an intelligent and well-reasoned one."

Praising the club women for their diligence in undertaking a study of industry of the state, Mr. Purtell reminded them that slightly over half of the people in private employment in the state were gainfully employed in Connecticut industries. "By a study of those industries," he said, "an understanding of the capitalistic system as it operates here can be realized."

Mr. Bell explained not only the work of the United Illuminating Company in its efforts to deliver the best possible service to customers at the lowest price consistent with production costs and the safety of the company, but also told of some leading developments in the electric public utility industry. He said, in part, "Seventy years ago Thomas Edison perfected the first electric light bulb; 50 years ago the United Illuminating Company started. The company is owned by 13,000 stockholders, 11,000 of whom are in Connecticut, and nearly 9,000 in the area which the company serves.

"Truly a local enterprise," he con-

tinued, "the company has 1,060 employees and 160,000 customers. It is second only to the Connecticut Light and Power Company in customers in Connecticut. Connecticut leads the states of the nation with 99.5 per cent of its farms served by electricity, without aid of government subsidy. In the United Illuminating territory," he said, "only four farms are not electrified. Rates in this area are below the average for the United States as a whole."

Mr. Bell analyzed the types of business which are handled by the company. "Domestic and commercial business takes about half the power supplied; industries the other half. The company does not sell appliances, but stimulates the sale of them through dealers," he said.

Members of the Industry Committee arranging the meeting included: Mrs. Arthur B. Swartz of West Haven, Mrs. Stanley H. Osborn of West Hartford, Mrs. Joseph F. Reed of New Preston, Mrs. George H. Cashman of Waterbury, Mrs. George F. Hand of West Haven, Mrs. G. H. Ohrenberger of Mount Carmel, Mrs. Louis P. Pack of Trumbull, Mrs. Alfred Schiavetti of Stafford Springs, Mrs. Fred S. Van Valkenburg of Waterbury, Mrs. Lester Avery of Mount

(Continued on page 36)



HERE THE WOMEN are being told what 940,000 stockholder dollars invested in a modern turbine will produce in kilowatts ready to serve them at the flick of a switch in their homes.

Introducing New Directors Of The Association



LLOYD B. SEAVER

ON January 1, 1950, the following new members of the Board of Directors of the Association took office, each for a term of four years: Lloyd B. Seaver, plant manager, Belding-Heminway Company, Putnam, representing Windham County; Sixten Wollmar, president, Hartford Empire Co., Hartford, representing Hartford County; Charles A. Williams, vice president, The United Illuminating Co., New Haven, and Frederick Lux, president of the Lux Clock Co., Waterbury, representing New Haven County, and Morgan Parker, president of the Bard-Parker Company, Danbury, as director at large.

★ ★ ★

LLOYD B. SEAVER, who replaces Henry C. Haskell, president, The Brunswick Worsted Mills, Inc., Moosup as Windham County director, attended Cornell University. He served in the French Army during the early

(Continued on page 27)



MORGAN PARKER



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EQUIPMENT USED on the Naugatuck Line kept pace with locomotive design through the century. These photos are now historical pieces, but they serve well to depict the progressive operation of the Naugatuck Railroad since 1849. The top photo was probably taken around 1860.



THE FIRST CENTURY *of Progress* ON THE NAUGATUCK RAILROAD

By EARL L. WELLERSDICK

TO THOSE living in the Naugatuck Valley and the people who enjoy Connecticut history, particularly when a railroad takes off a leading role in it, this brief story by Mr. Wellersdick, of Torrington, a free-lance contributor to many trade and class magazines, should be of absorbing interest. It is the story of an idea, called visionary 100 years ago, which has long since proved its practicality in terms of higher living standards for the people of the Naugatuck Valley and in great contributions to the economy of the state and nation. Photos taken from New Haven Railroad historical files.

THE first one hundred years of railroading in the Naugatuck Valley were completed in September, 1949, marking a century of industrial progress for the cities on the steelway from Winsted in upper Litchfield County to Derby near Long Island Sound.

The fifty-six mile long Naugatuck Railroad, scorned by some business men in 1849 as a poor investment, has been one of the greatest factors in developing the rich manufacturing area in the western part of the state. Without the railroad manufacturing might have flourished but never to the extent known today.

One hundred years ago Valley industries, with a capital stock amount-

ing to \$1,200,000, employed about 2,000 persons and shipped goods valued at \$2,330,000.

Last year, by comparison, the capital stock of industries in this same area approximated a quarter billion dollars, giving employment to 62,000 persons who manufactured products valued at \$556,000,000.

The Naugatuck Valley Railroad, now a branch of the great New York, New Haven and Hartford system, is today a monument to the far visioned men who saw that a railroad was necessary to the future prosperity of the Valley. It is doubtful that these men ever envisioned the present results, but they did see the new era take form and were undoubtedly challenged.

Transition

At the turn of the 19th century the Naugatuck Valley, like the rest of the state, was in a period of transition. The production and export of food-stuffs and their by-products was the main source of income. There was a little manufacturing but certainly not enough to have great bearing on the prosperity of the area. The lands were difficult to farm and brought in returns unequal to the labor involved.

In the western states, rich, free farm lands and an abundance of valuable natural resources attracted people from Connecticut by the thousands. The rate of emigration reached a seriously high level. Other states were boasting in each decade an increase of 35 persons for every hundred already settled. Connecticut was growing at the rate of only four or five percent for the same period.

Ambitious men saw that the agricultural level had been reached here and were faced with two alternatives—to go west, or remain to engage in manufacturing.

Fortunately, for the state and the people, they remained and threw their

scant resources and all their energy into giving industry its start. In the Naugatuck Valley the period of transition was underway.

Seeds of Modern Industry

Historians of the era have said that the seeds of modern industry were sown in cellars, barns and by the fireside and millsite in every hamlet and village.

Conditions of pioneer life encouraged the natural inventiveness in man. Tools, household utensils and clothing for the family could only be replaced at great expense and difficulty, so man turned to making as many of his needs as possible, satisfying most of his remaining requirements by the labor of neighborhood artisans. What followed was a fairly simple step.

A woman found she could make enough woolen cloth on her fireside loom to supply her family, with some left over to sell to a neighbor who was, perhaps, in the nail-making business. Soon agriculture was taking a back seat to the more profitable home production.

About 1810 the great metal industry of the Naugatuck Valley was started, with the iron and copper mines of Litchfield County supplying the area. In Winsted the making of clocks, with wooden parts, was fast

turning into a valuable business; and at Waterbury the first brass buttons had been stamped out of sheet metal.

As a direct result of the War of 1812, when importing from Europe was curtailed, manufacturing spurred ahead and by 1820 the days of household industry and handicraft had passed. The decade beginning 1830 saw the economic life of the Valley become primarily industrial, and the population shifting from the country to the town.

The 1840 census for the towns in the valley, those to be connected by the railroad and others which would have easy access to the line, boasted a population of nearly 40,000. Probably no area in the state at that time could be pointed to as having a population possessing greater skill, knowledge of business and enterprise, or enjoying higher prosperity. Of five banks chartered in the state after 1834, three of these were in the Naugatuck Valley, at Winsted, Waterbury and Derby.

The decade beginning 1840 was the turning point in the economic history of the Valley. Industry's new vitality drew thousands of immigrants to share in the prosperity.

By 1848 approximately 50,000 tons of goods were leaving the Valley each year by ox-cart and horse drawn wa-

gon. This means of conveyance was slow, and freighting to Bridgeport or New Haven, took a number of days, especially from the upper reaches of the Valley. Highways were hardly more than rutted trails and the heavily laden wagons were continually hampered by mud and snow. Despite the difficulties, including many industries having to bring in raw materials and coal from other states, manufacturing thrived.

A survey published by the state in October 1848 shows that towns on the direct path of the coming railroad had 46 manufacturers of scythes, axes, locks and other hardware; 10 manufacturers of brass and copper; 26 button, 6 clock, 6 cotton goods, 7 woolen goods, 4 india rubber and 2 paper establishments. And there were 4 iron foundries, 4 iron forges, 3 machine shops and 15 tanneries. Waterbury at the time was believed to be the most flourishing manufacturing city in the state. Several of today's Valley industries had their birth between 1840 and 1850, and it was the construction of the railroad which helped them mature.

Company Formed

The Naugatuck Valley railroad was proposed by Alfred Bishop of Bridge-

(Continued on page 30)



THIS MODERN LOCOMOTIVE IS TYPICAL OF THE TYPE USED ON THE LINE TODAY.

LAYMEN and EDUCATORS

JOIN HANDS TO IMPROVE EDUCATIONAL PROGRAM

Your editor participated in this conference and can say, with enthusiasm, that it was a constructive experience, of the type which should attract even a greater representation of management, at future meetings of this type regardless of whether they are local or state-wide meetings.

a few days previous, held at the same place. At this earlier meeting the teachers agreed enthusiastically to throw "out the window" much of their pedagogical terminology and to concentrate their interest in the improvement

A SECOND town meeting type conference known as the "Connecticut Conference on the Improvement of the Educational Program" was successfully staged this year from October 13 to 15 at the Interlaken Inn, Lakeville, under the joint auspices of the Connecticut Council on Education and the State Department of Education. Both last year's one-day conference held at Yale University and the lengthier one this year grew out of a conviction by Dr. Finis E. Engleman, Commissioner of Education, that the best way to improve public education was to enlist the informal support of citizens in each community.

Last year's conference considered the following topics:

1. Adapting the educational program to present-day needs;
2. Assuring an adequate supply of qualified teachers;
3. Financing and administering the educational program;
4. Housing the present and future school population.

According to members of the State Board, considerable progress has been made since the New Haven conference. For example, a successful emergency teacher training program has been introduced and provision is being made to handle the wartime wave of children now crowding the elementary schools.

With progress so satisfactory in the last three areas, this year's conference, held in the quiet atmosphere provided by the Interlaken Inn at Lakeville, was free to devote its energies to the improvement of the school program—a subject which had been thoroughly aired by teachers at a conference of the Connecticut Education Association



DR. WILLIAM H. FLAHARTY, Deputy Commissioner and Co-Chairman of the Conference introduces the Keynote speaker, William H. Avirett, Education Editor, New York Herald-Tribune at the evening general session.



MRS. HUGH GALLAHER, Darien, presides over the discussion in Group 7 while Dr. Victor Pitkin, State Department of Education, does the recording.



THE SATURDAY AFTERNOON MEETING breaks up into buzz sessions to discuss recommendations while Dr. Kenneth F. Herrold, Teachers College, Columbia University, conference consultant on group procedures (center foreground), relaxes with his pipe.

of teaching rather than in the attainment of salary increases. They not only went on record in favor of closer cooperation between teachers and the school administration (principals, superintendents and boards of education) but also favored the development of a better understanding of the schools by the public.

The citizens conference, attended by some seventy laymen (including 5 representatives of business and industry) and sixty educators from all areas of the state, was launched on Thursday evening, October 13, with a pre-conference session made up of officials, chairmen of conference committees, recorders and consultants, during which Kenneth Herrold, Ed.D., Teachers College, Columbia University, dramatically emphasized by explanation and by staging a role playing session, the important parts to be played by group chairmen, recorders, consultants and resource persons during the group sessions.

A talk by Dr. Engleman and a symposium on "What Do We Want the Schools to Do for Our Children?" followed by questions and answers featured the morning session Friday, October 14, 1949. Headed by Kenneth Herrold as chairman, the participants included S. M. Silverstein, Vice President, Rogers Corporation, Manchester; Thomas Ellis, Burroughs Adding Machine Company, Westport; Mrs. Charles deZafra, Parent Teachers' Association, and Mrs. Lucy Strickland, President, Associated Women of the State Farm Bureau.

The afternoon was devoted to eight section meetings, each addressing itself to the topic of "What Can Be

Done to Make the School's Program Most Effective", while the evening session was enlightened by an address by William Avirett, Educational Editor, New York Herald Tribune.

The morning session on Saturday, October 15th, was devoted to consideration of "how" individuals and groups can work to accomplish "what" they had determined should be done at the previous afternoon group sessions. The closing session was devoted to a discussion of an educational platform and recommendations of the Conference. It was, however, finally decided that publicity on recommendations would be premature until the editorial committee under the leadership of William H. Flaharty, Assistant Commissioner, and Raymond Fay, Consultant, had completed editing the

reports of the eight sectional groups and consolidated them into the overall recommendations of the Conference. This work has now been completed and will doubtless be published and distributed before this issue of CONNECTICUT INDUSTRY is in readers' hands.

The overall highlights of the reports of the sectional meetings included the following:

I. Greater recognition should be given to the individual differences of children and youth, and to the implications of these differences for the curriculum of the school.

II. The school must create a more vital faith in the strength of democracy by providing wider experiences in democratic living for both pupils and educators.

III. Guidance programs should be broadened to include all phases of good guidance practices for all children and youth.

IV. The school should make provision for all-inclusive programs of health and physical education.

V. Continuing efforts should be made to improve the professional qualifications of all school personnel.

VI. Means should be found for assuring instructional aids and facilities essential to effective modern programs of education.

VII. Greater public understanding of the school's program must be created.

VIII. Greater cooperative participation by citizens and educators should be encouraged for successful planning of the school's program and for meeting the school's problems.



DR. HENRY C. HERGE, State Department of Education, records the findings of Group 6 as summarized by Dr. Sherman G. Waggoner, Teachers College of Connecticut, New Britain (second right, foreground).

HUMAN RELATIONS MOVES UP ON INDUSTRY'S BALANCE SHEET

By MARTIN WRIGHT, *Employee Relations Counsel*

IF WE commented on this article the way we feel we would be accused of "preaching", and preaching isn't popular even if correct. So read the author's tips on the balance sheet value of good human relations. If needed they could help to lose many votes for some socialist-liberal planners who will seek office in 1950 and 1952.

INDUSTRY'S greatest resource today is in the human energy of its employees. It's there, but few have found the most effective way to use it. We have yet to prime this source of economic activity so it flows freely into productive work. This might well be tabbed industry's Number One Problem.

In trying to solve this problem, industrial management in Connecticut as well as throughout the United States is wasting hundreds of thousands of dollars in half-way measures, "fringe" efforts, and those patent medicine cure-alls which flow into every executive's mail box.

If there were any general panaceas for today's employee relations problems, it would be wonderful. But there is no simple formula. It's like taking a pill for a headache without knowing the cause of the headache. It's dangerous practice. Nor is "educating the people in the shop" a part-time job. It can't be sluffed off or relegated to a series of posters, or an occasional mailing of literature extolling the free enterprise system. It's a full-time job which demands top-drawer attention.

In many instances, management has failed to analyze its employee relations problem with anywhere near the same accuracy with which it sizes up a problem in production, sales, or distribution. Today human relations takes its place right alongside these operations on industry's balance sheet. It deserves and demands the same attention. Often the problem not only is poorly defined, but company policy to deal with the problem has not been crystallized.

Until policy and objectives are sharply outlined, it is dangerous to barge into any of the many kinds of



MARTIN WRIGHT

activity constantly suggested to management.

Prolific lip service has been paid to "two-way" lines of communication between management and labor, to the importance of giving the employee the facts about the company, and to the complete re-discovery and re-generation of the low man on the management totem pole—the foreman.

No one can argue with the virtue of these techniques of improving employee relations. Their principles as methods are sound. But techniques should not be confused with content. Pneumonia can be cured by hypodermic injection, but the cure depends on whether penicillin or juniper juice is used in the injection.

Any or several means of employee communication can be used effectively. They may be elaborate or very simple. But the success of any employee relations program, regardless of media used, depends primarily on the action of management every day, followed

up by telling the employees about it. It is different for every management, dependent on the local situation. There is no general canned package which is a cure-all for Tweedledum and Tweedledee alike, because the problem is different.

Today everyone is telling everyone else, "We've got to sell the American enterprise system." Or "Tell your employees the economic facts of life."

All right, let's do it. Now, how?

If we are to sell this system of ours to the man in the shop, we have to be specific—far more to the point than broad bromides can be. If we are going to sell the American enterprise system, we have to sell the employee on the principles of his own company. That's the nearest and best example to him. And he is going to rely principally on his own experiences to form his opinions. If he believes in his company and the part he plays in its success, then we need not fear his lack of enthusiasm for free enterprise. Enthusiasm for the job is enthusiasm for the system which makes the job.

Every employee wants to know more about his company. Practically every survey confirms this. Let's tell him—simply, directly, frankly. The best way to interpret economic facts is to show specifically how they affect his own company and his own pay check. And this is an individual job to be done by the individual company. It's one thing for the baker and another for the candlestick maker.

We have to tell each employee *why* his company is good—good for his country, good for his home town, good for his neighbors, good for him and his family. Let's tell him how his company started—not by any legislative act, but more likely through lots of long hard work, based on careful planning and intelligent thinking. Let's tell him how it grew, how it's going to keep growing, and the part he has to play in making it bigger and better.

(Continued on page 36)

Ten Years of NOMA IN HARTFORD

By CHARLES A. GOODSPEED, Hartford Office, IBM Corp.

THIS article is another in an intermittent series telling of the organization, highlight history and objectives of business organizations, clubs and associations now functioning in Connecticut.

LAST year the Hartford Chapter of the National Office Management Association completed the first ten years of its existence and started its second decade under the leadership of newly elected president, Walter Harrison of the Wallace Barnes Company, Bristol.

In the fall of 1938, Merrill B. Sands, president of the Dictaphone Company, and a NOMA director, accepted the assignment to establish a local chapter in Hartford. He was ably assisted by George A. Drieu of the Connecticut General Life Insurance Company and Roy S. Mason of the Fuller Brush Company. Several organizational meetings were held and the plan to start a local chapter was enthusiastically endorsed by a large group of people prominent in the office management field. A constitution was drafted and a petition was addressed to the national organization requesting a charter, which was soon granted. The Hartford chapter was launched in January 1939 with 33 charter members.

The objectives of the organization are to promote a free exchange of ideas on office organization among its members; to encourage the work of standardization and to determine, insofar as possible, general standards of office work applicable to all industries; to initiate and effect the application of scientific methods to the problems of office organization and management. Other objectives are to assist established educational and other institutions to interpret the needs of commerce and industry, insofar as the curriculum of study and training for a business career is concerned, and to establish and maintain a closer fraternal relation between executives and others interested in the problem of office organization and management.

The chapter officers for the first year were Roy S. Mason, President; Thomas Y. Ramsdell, Factory Insurance Association, vice president; Francis L. Has-

kell, The Wallace Barnes Company, treasurer; Harold Wilson, The Dictaphone Company, secretary. Directors were Marion A. Bills, Aetna Life Insurance Company, William Hansen, Landers, Frary and Clark and George A. Drieu. During the first winter of its existence, members of the chapter, headed by President Mason, assisted in



WALTER HARRISON, President, Hartford Chapter, National Office Management Association.

launching local chapters in New Haven, Bridgeport and Springfield.

The great need for the establishment of chapters of NOMA for the study and the standardization of office practices is evidenced by the rapid growth in the number of chapters and by the growth in local membership. In 1937 there were only 6 chapters with about 400 members. There are now 110 chapters in the United States and Canada with an enrollment of over 9,000 members. Hartford has 80 members who represent many of the leading industrial concerns, insurance companies, banks and service organizations in Hartford, New Britain, Bristol, West

Hartford and other communities in Hartford County.

Meetings are held the second Monday evening in each month from September through May at the City Club in Hartford. Each meeting is addressed by a speaker who is well qualified to discuss an important aspect of office management. A discussion forum follows in which the membership actively participates.

Many other valuable services are provided to the members. Area conferences and national conferences are held each year. Also special courses in office management are offered during the summer months in various colleges throughout the country. Research data and services are available on both a local and national scope.

Several national publications are sent to all members each month so that they may have up-to-the-minute information on all aspects of their profession. Conference proceedings and the findings of various research projects are also sent to members.

This year it is planned to have an active membership drive under the leadership of Roy Smith of the Hartford office of the Southern New England Telephone Company. It is believed that there are many organizations in this area which would welcome an opportunity to participate in the activities of this worthwhile organization, particularly at present when office costs are receiving such careful study. Membership is open to any one whose chief work lies in the office management field, as well as those who have an academic interest in the subject, such as professors and teachers.

President Harrison in his message to the members has ably summarized the aims of the organization. Said he, "We cannot achieve complete success with what we knew yesterday, nor can we do it alone. We are working and building on the inventions, the improvements, the ideas of countless others. The purpose of our chapter and of the Association is to multiply our own individual resources a thousandfold to give us potent instruments—the skill and the knowledge of others."

Foreign Correspondence

By H. F. BEEBE

THIS IS the thirteenth in a series of educational articles designed to promote a greater interest and knowledge of export trade.

THE character of your correspondence is always important and is especially so when dealing with persons in foreign lands.

From your letters your foreign customers will doubtless form an opinion of you. A mutually satisfactory relationship with your firm depends largely upon the opinions you create through your letters.

Make your letters human and friendly just as your conversation would be if you were talking to your customers, being however mindful of the fact that you must try to anticipate any questions they would be likely to ask you.

In this, as in many other instances, it is an excellent idea to imagine yourself in the other man's place and consider the type of letter that would not only give you all the information you desired, but would also impress you with the businesslike and friendly attitude of the writer.

Along these lines the following suggestions may be helpful.

If you are answering a letter, address your letter to the company and mark it for the attention of the person who signed the letter you received. This gives it a more personal touch and insures its reaching the proper person. As it is also advisable to refer to the date of the letter you received, a satisfactory way in which to cover both would be to start "Replying to your letter of September 1st by Mr. . . ."

It is always advisable when writing in English to use plain short words and short sentences. Long words and sentences may be confusing to one whose knowledge of English is limited. For the same reason avoid slang expressions and abbreviations that might not be understood.

In writing to a customer be sure to answer every question fully and thus avoid the possibility that your customer or prospect might have to write a second time, which would be unfortunate in that it would most likely give the impression that if you were lax in this respect, you might also be careless in other matters.



HERBERT F. BEEBE

If it is going to take some time to assemble the data necessary to answer all of his questions, it is a good idea to acknowledge his letter at once and tell him, if possible, when you expect to be able to give him the information requested. Otherwise he will not know whether you have received his letter and if so, whether you are interested or not. Such uncertainty is very likely to create an unfavorable impression as to your methods of doing business.

When you are ready to answer the questions it is often advisable, particularly if there are several of them, to number each paragraph of your letter. This will be helpful especially if cables are necessary in connection with the subject.

There has always been a difference of opinion with regard to writing the customer in the language of his country.

A reasonable and safe way would appear to be to accept for yourself the responsibility for translating his letter into English and when you reply write in English and attach to it a translation for his convenience but marked "Translation E & O E"; i.e., Errors and Omissions Excepted.

The use of Air Mail and Cable needs no special comment, beyond the

point of balancing the relative cost to the urgency of the message as otherwise the Expense Manager will be questioning the necessity for the expense.

The cable code is a great money saver, the reason for which is obvious.

While some companies have private codes, the majority code their own products and use them in connection with the regular published codes.

Most manufacturers have symbols for all their products usually made up of figures and sometimes with the addition of letters.

An excellent practice is to give each of these symbols a code word of five letters. In some instances a code word may cover a description that would take 25 words in plain language.

The foreign buyer is interested in buying goods on which he can make a profit. Consequently, it is advisable to give him all the information you can that will serve to convince him that the quality of both your goods and service will make your line a profitable one to handle.

In writing about your company and its products it is natural and proper to emphasize the reliability of your company and the quality of its products. This should be done clearly and factually, stressing the salient points of your own products but avoiding unwarranted claims or criticism of your competitors.

In short, write as if the person was one of your best friends, and this attitude on your part may indeed make him one and likewise a loyal customer of your company.

Remembering that many signatures are difficult to decipher it is good practice to type your name and then sign above or below the typewritten signature. Some prefer to type the writer's name in full in the lower left hand corner.

It is good practice to send a duplicate of all letters sent by Air Mail.

If enclosures are to accompany the letter, it should be carefully checked to be certain that they are enclosed. It is difficult to imagine anything more annoying than to receive a letter that refers you to a circular, pamphlet or price list for information and discover that it was not enclosed.

It's Up to Labor . . .

As the most powerful group in nation,
Labor will determine shape of future

IT IS CLEAR that labor-management relationships under our new democratic capitalism aren't yet working nearly as well as they should. I believe it is essential to see that improvement comes, and comes fast. For I do not consider it an over-statement to say that on the cooperative understanding between us hinges the freedom of the world for the next several generations. Unsettled conflict between the two can only result here, as it has in most of the rest of the world, in government taking over the nation, including both of us.

The awful thing about maturity and power is that with them comes tremendous responsibility. Management has found that out. It still has much to learn—in the individual treatment of employees, in advising and consulting with them about the business, in providing more job interest and reward for unusual effort, in stabilizing employment, in profit sharing. But an ever-increasing proportion of management is becoming cognizant of all these things, and is doing something about them. It recognizes, too, that government must play a part in the regulation of our economy, in providing more security from the hazards of chance. Government can play that part without necessarily degenerating into the complete "Welfare State."

I am confident that we in America will prove that democratic capitalism—and the freedom which is dependent upon it—can and will survive. But that confidence implies great faith in the development of labor leadership . . . I feel our future from here on out is much more dependent upon the development of statesmanlike leadership in labor than in management. Because the labor group by far outnumbers any other group, in the long run we will have pretty much the kind of government and the kind of society that labor decrees.

I BELIEVE a statesmanlike job for a labor leader is a far tougher assignment than a similar job for a management leader. The labor leader's job is the one that requires a greater risk, greater honesty and strength of character.

NOTE: *On this page are excerpts from an address by Walter H. Wheeler, Jr., president of Pitney-Bowes, Inc., before the Massachusetts Federation of Labor annual convention in August.*

Human nature being what it is, it is a simple matter to stand on a platform, distort a few statistics, point to apparent injustices, and convince the crowd that all they have to do is to fight oppressive control and gain the right to dip into a barrel of inexhaustible wealth.

It is another matter entirely to try to tell a crowd what they don't want to hear—to educate them on the economic facts of life; to point out that you can't get more out of the barrel than is put in by production, whether it be from government or private industry; to explain that taking everything away from the so-called rich would provide little per capita for the poor; to counsel that human progress by its nature must be slow, that the solution of many problems is the choice of the lesser of evils; that too much security means decadence; that opportunity and incentive must be preserved even though they are sometimes abused; that the effect of chance on all of our lives can probably never be completely eliminated; that the test of any social or economic question is not whether it is right or wrong, in any final or absolute sense, but whether it will work now and help us to progress, or whether, if tried now, its net effect will be to set us back.

IT IS encouraging to note that organized labor is beginning to toss overboard the notion that all profits are inherently evil. Profits are probably the most socially useful thing we have ever had. Their existence during the last hundred years has provided us with the good things that make us the most fortunate people on this earth. Every one of us has had his share of those profits—if not in dividends, then in relative freedom from drudgery and want, in better homes, schooling, food, and all of the many things we enjoy today—unheard of luxuries a generation or so ago. The profit system has paid us all dividends in a fuller, richer life.

This is not to whitewash all profits. There is hardly anything in life which

cannot be made wrong and harmful by excess. But in the long run it is far better to let competition do the overall policing of profits, than to try to deal with the problem wholesale, through government action or nation-wide rounds of wage increases.

There's a great deal too much talk in the country today about security. Security is a fine thing, of course—up to a point. I believe in all the insurance plans we now have, both governmental and privately sponsored. But I think we need to beware of an "oversense" of security. There is a law of diminishing returns on security—that is, we can reach a point in our thinking about security where we'll get less by trying to assure more.

I THINK we all agree that some adjustment from the unhealthy boom conditions we were experiencing was not only necessary but inevitable. There are definite signs that the decline is now leveling off. I believe management generally recognizes that the buying power to sustain our economy is existent and that the job ahead is to sell through lower prices and greater sales effort.

On the labor side, the situation certainly calls for cooperating with management as never before in increasing productivity and lowering costs. What we, both labor and management, must do together is to offer the public better goods at lower prices. The buying public is the boss of us both, and on whether or not we please it depends the level of business activity and employment in the months ahead.

In summary, I feel that management is pretty rapidly coming to a fuller recognition of the new and broader responsibilities it must assume if we are to maintain the way of life so important to us in this country. I am convinced that it is even more ready to cooperate with labor than labor itself recognizes.

I BELIEVE that it is now labor's turn to develop a broader sense of responsibility. American Labor has come of age. It will be the most powerful political element in our society of the future. The exercising of power is a hard job. Our democracy is under test. There are no easy answers. But I am confident they will be found.



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NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

DAVID AYR, president and general manager of the Hendey Machine Company, Torrington, is the new president of the National Machine Tool Builders' Association. His election took place at the group's 48th annual meeting at Hotel Greenbrier, White Sulphur Springs, Virginia.

Mr. Ayr, who became president and general manager of the Torrington firm in 1932, was formerly associated with Brown & Sharpe Manufacturing Company, Providence, later with Pierce-Arrow Motor Car Company, Buffalo, and in 1924 with the Pratt & Whitney Division of Niles-Bement-Pond Company, West Hartford.

★ ★ ★

THE 1949 LEGION AWARD, given each year since the war's end to "Connecticut's outstanding employer of the physically handicapped," was presented this year to Pitney-Bowes, Inc., Stamford, at a luncheon held in the company's dining room.

Pitney-Bowes was nominated for the award by the Oscar H. Cowan Post No. 3, American Legion, of Stamford, commanded by William H. Gilpin. The nomination was endorsed by the Connecticut Legion's Reemployment Commission, headed by Robert O. Stevens, Stamford, and was ap-

proved by the Legion's national headquarters.

The award was presented to the company by Joseph Leonard, chairman of the post's award committee. Executive Vice President W. F. Bernart accepted in behalf of Pitney-Bowes, Inc.



JOSEPH LEONARD (left center), of the Oscar H. Cowan Post, American Legion, Stamford, presents the 1949 American Legion award to **W. F. Bernart**, executive vice president of Pitney-Bowes, Inc., while **William H. Gilpin** (left), post commander, and **J. J. Morrow**, personnel manager, look on.

The Cover



THIS month's cover photo is a rural winter scene snapped on a "back country" road in Bloomfield, Connecticut. Photo by **Bo and Joan Steffanson**, West Hartford.

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ACHIEVEMENT OF VIRTUALLY 100% rural electrification in Connecticut was given recognition and marked as a high accomplishment by the Connecticut State Farm Bureau Federation at its recent annual meeting. Recognition was voiced in the form of a resolution that the Bureau

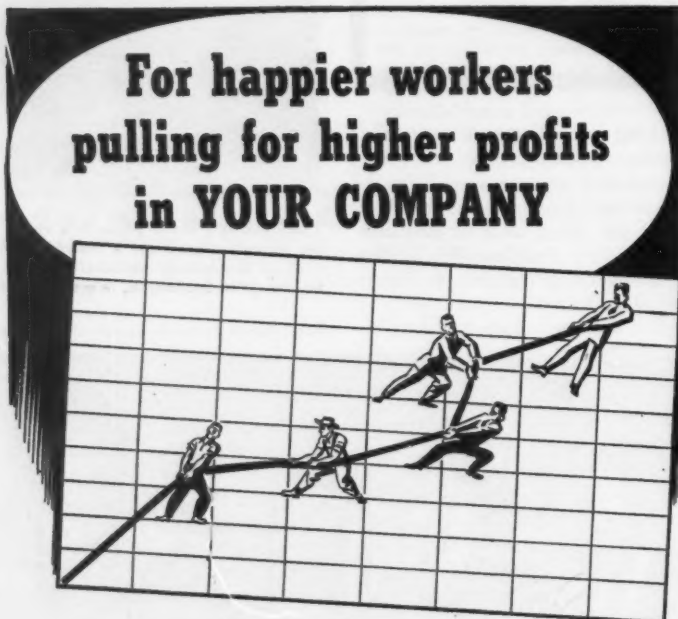
"take this opportunity to thank the farm leaders for their foresight in undertaking this task and the Power Companies and Public Utilities Commission for their cooperative action in doing the job without government assistance."

Adoption of the resolution followed

the recent announcement by A. V. S. Lindsley, vice president of The Connecticut Light and Power Company, that farm electrification in Connecticut is substantially complete, with only about 70 of 22,241 Connecticut farms now without electric service available.

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PIONEER STEEL BALL INCORPORATED, makers of steel balls, Unionville, has recently made available a "Products Data Sheet" which provides a convenient guide to customers through furnishing necessary technical data and statistical tables.

The pamphlet provides answers to questions most frequently asked about the use of steel balls, bearing balls, stainless steel balls, bronze balls, and burnishing balls and materials for tumbling barrel applications. These data sheets are available upon request to the company.

★ ★ ★

A UNIQUE ILLUMINATED DIAL GAGE has just been added to the line of the Helicoid Gage Division of American Chain & Cable Company, Inc., Bridgeport. The dial is lighted like the new automobile speedometers with black light that glows in the dark.

The gage is made in a square case for flush mounting on a panel, and is symmetrical with other square case instruments. The dials have a black background with ultraviolet phosphorescent pointer, numerals and graduations, or plain white illumination may be supplied, according to the maker.



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THE O. K. TOOL COMPANY, Shelton, has recently been acquired by the Williams and Hussey Machine Company, of Wilton, New Hampshire. The announcement made by an executive of the New Hampshire firm revealed that the sales staff and the executive personnel of the O. K. Company will remain the same.

★ ★ ★

THE ELECTION of Arthur F. Stinson as treasurer of the New York, New Haven and Hartford Railroad Co., has been announced. The appointment of R. H. Breitenstein as an assistant treasurer also was announced.

Mr. Stinson has been associated with the "New Haven" since 1917, when he started as an assistant bookkeeper for the Central New England Railroad Company. Successively promoted to general bookkeeper, accountant and general accountant, he was named an assistant to the vice president in January, 1949.

★ ★ ★

A COMPLETE BIBLIOGRAPHY of the publications of The American Management Association during the past 18 years has just been published by the association under the title "Progress in 7 Fields of Management—1932-1949."

Included in the listings are research studies in production, personnel administration, marketing and insurance which resulted from pioneer investigations of current business problems; and proceedings of conferences of the seven AMA operating divisions, at which executives in all industries exchange information and experience in improving management practices. More than 600 publications, the work of over 2,500 authors, are listed.

"Progress in 7 Fields of Management" is available as a reference guide, without cost, from the association at 330 West 42nd Street, New York 18, N. Y.

★ ★ ★

A GROUP OF TWELVE BRITISH INDUSTRIALISTS, who spent six weeks in the United States recently as a "Specialist Team on Mechanical Aids" to study American production methods, spent one day touring the plant of the Electrolux Corporation in Old Greenwich under the guidance of Arthur F. Murray, Works Manager.

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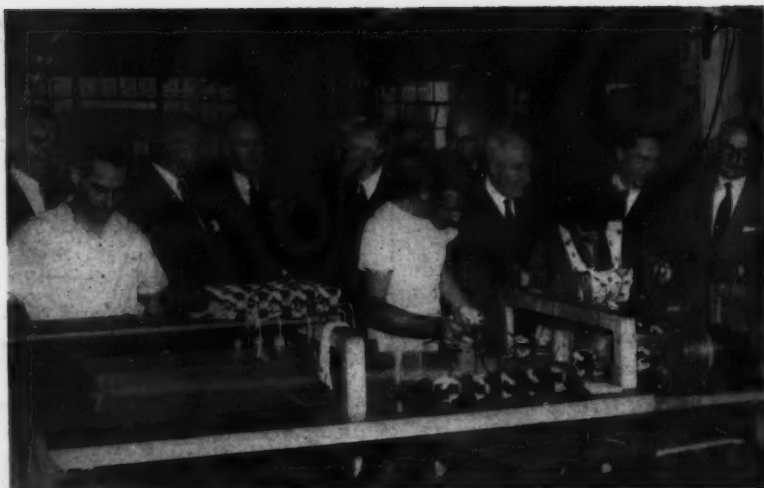
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THREE ELECTROLUX OPERATORS demonstrate assembly of motor stator along conveyor belt. Watching (left to right), E. J. Fitzgerald and A. G. Lundquist, Electrolux; Harry L. Nado, secretary, Greenwich Chamber of Commerce; A. F. Murray, Works Manager, and D. K. Dobbs of Electrolux; Alfred Roebuck, leader of the United Kingdom Team; C. Spencer Couchman, ECA Project Director, and Thomas C. Raynor, president of Greenwich Chamber of Commerce.



STUDYING CAROUSEL TYPE CONVEYOR embodying moving-storage-on-the-assembly-line principle. (Left to right) William M. Hiron; J. F. Brown, Jr., Electrolux; Benjamin Gardner, H. G. Roos, Electrolux, and Mr. Sisson, local resident.

The tour of U. S. industries was sponsored by the Economic Cooperation Administration, the Anglo-American Council, and the British government.

The conveyors, lifters and other machines employed by Electrolux to take the real burden off employees were almost unbelievable to the visitors, who conceded that such labor-saving devices are entirely foreign to British thinking.

The men were accompanied by Harry Nado, executive secretary of the Greenwich Chamber of Commerce; Thomas C. Raynor, president of the Chamber, and Walter Raleigh, secretary of the Stamford-Greenwich Manufacturers Council.

★ ★ ★

THE DETROIT STEEL CORPORATION, Detroit, Michigan, and Portsmouth Steel Corporation, Portsmouth, Ohio, have announced the con-

clusion of an agreement by which the Detroit company will acquire the physical assets and the steel business of the Portsmouth company.

The Detroit Steel Corporation owns and operates cold rolled strip mills at Detroit, Michigan and New Haven, Connecticut, with a combined annual capacity of 210,000 tons.

The Detroit-Portsmouth agreement contemplates expansion of finishing facilities at the Portsmouth works through installation of a hot rolled sheet and strip mill and an electric weld pipe mill. The new mills are scheduled for completion late in 1950.

★ ★ ★

RALLSTON M. SHERMAN, president and general manager of the Silent Glow Oil Burner Corporation, Hartford, was honored recently at a testimonial dinner in observance of his twenty-fifth anniversary as president of the company.

Mr. Sherman has served as president of the firm since he first became associated with it in 1924. He has long been actively interested in the affairs of the oil heat industry. He has also pioneered many of the design improvements which have become standard throughout the oil burner industry.

Mr. Sherman is a director of the Distillate Burner Manufacturers Association, the Oil Heat Institute and the Hartford Connecticut Trust Company. He is also chairman of the industrial committee of the Chamber of Commerce of Glastonbury, where he resides.

★ ★ ★

ACCORDING TO "AMERICAN MACHINIST" the Hartford, Bridgeport, New Haven and Waterbury marketing area for machine tools has the highest concentration of these modern production implements of any marketing area in the country, even outclassing such large manufacturing centers as Detroit-Toledo.

The statistical supremacy of these Connecticut manufacturing cities is established in the American Machinist's mid-century inventory of metalworking equipment, a project undertaken every five years and entailing over 50,000 questionnaires to plants all over the country.

The survey also revealed that some 46 per cent of the New England region's machine tools are concentrated in the Boston area. The Connecticut



TWIN GUIDEPOSTS

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area is in second place with 34 per cent, while its 77.8 machine tools per thousand population contrasts with the national average of 12 per thousand.

★ ★ ★

WILBUR R. GREENWOOD, vice president for sales and service, Pitney-Bowes, Inc., Stamford, died suddenly recently, while in New York City to attend a convention of the Office Equipment Manufacturers Institute.

He is survived by his wife, a son, a daughter and two brothers.

★ ★ ★

ROBERT N. ALLEN, former vice president of Bridgeport Brass Company, Bridgeport, has been named director of personnel for the Hartford Empire Company. His new duties will require that he supervise the personnel activities for the company's five plants located throughout the country.

He was connected with the Bridgeport firm from 1936 to 1947, and later served as superintendent of plants for the Stamford Rolling Mills.

tional Industrial Advertisers Association. At a second meeting in Waterbury on July 13, 1939, the formal organization was set up and the name Industrial Advertising and Marketing Council adopted. A month later a charter was granted as a chapter of the N.I.A.A.

The anniversary meeting was conducted by C. W. Bostrom, Jr., vice president. Guest speakers were Bernard Dolan, president of the N.I.A.A., and Blaine G. Wiley, executive secretary of the national association.

★ ★ ★

MILO FRANKLIN McCAMMON of Kalamazoo, Michigan, prominently identified with the automotive aircraft and steel processing industries for almost 20 years, has just been appointed general manager of the Stamford Division of The Yale & Towne Manufacturing Company, Stamford, it has been announced by Gilbert W. Chapman, president of the company.

Mr. McCammon has resigned as general manager of the Ingersoll Steel



SOME OF THE "OLD TIMERS" who gathered for the 10th anniversary dinner of the Western New England Chapter, National Industrial Advertisers Association. (Left to right) G. M. Fletcher, The Stanley Works; H. E. Merrill, Patent Button Co.; George P. Loneragan, The Bristol Co.; Roger T. Lyman, The Torrington Mfg. Co.; H. C. Whiteley, Industrial Equipment News; Carlton Winslow, Cuno Engineering Corp.; T. V. Busk, Farrel-Birmingham Co., Inc.; H. E. Thayer, Mill Supplies; Wm. J. Henrich (new timer), The Saturday Evening Post; Elliott Bidwell, Bidwell Hardware Co.

THE WESTERN NEW ENGLAND Chapter of the National Industrial Advertisers Association met recently to observe the group's 10th anniversary. The chapter was conceived on June 9, 1939 when a group of thirteen Connecticut industrial advertising men met in Hartford to discuss the possibility of forming a group that could qualify as a chapter of the Na-

Division, Borg-Warner Corporation, Kalamazoo. Previously he served as general production manager of the South Bend Division of Bendix Aviation Corp., after having served 12 years with the Hudson Motor Car Company.

Since last June, the management of the Stamford Division has been temporarily directed by Otto G. Schwenk,

the corporation's vice president in charge of all manufacturing operations.

President Chapman has also announced the appointment of Elmer F. Franz as treasurer of the corporation, succeeding Fred Dunning, who has been treasurer since 1933. Mr. Dunning will devote full time to his duties as executive vice president and secretary.

Mr. Franz, a graduate of the University of Cincinnati and the John Marshall School of Law, has been associated with the Weatherhead Company of Cleveland, as comptroller. Previously he served with Ernst & Ernst, a Cincinnati firm of public accountants.

★ ★ ★

ROBERT SHELTON, an employee in the sales department of Sargent & Company, New Haven, has recently celebrated his 70th anniversary in the service of the company.

A native of London, England, he came to this country as a boy. He accepted his first job with Sargent & Company in 1879 as an office boy and worked his way up through the general offices to become manager of the Sargent sales office.

★ ★ ★

AT A MEETING of the Foremen's Club in New Haven recently, Lawrence A. Appley, president of the American Management Association, told 500 top leaders of New Haven industry that the new criterion for success in this country is the promotion of human happiness.

"Developing the human side of their industries and communities is the greatest challenge facing American industrial leadership," he said. Calling this policy "not sentimental, but realistic and practical," he cited U. S. management's acceptance of its human responsibilities in the programs of plant visitations and community clinics and efforts to help the worker see the significance of his job "as part of a whole successful system."

Mr. Appley was introduced by Thomas I. S. Boak, works manager of Winchester Repeating Arms Co., New Haven, who represented the top industrial management who were guests of the club.

Club president Herbert H. Pearce presided at the meeting and described for the guests the purpose of the club: "to exchange ideas and solutions and

to recognize the human elements in industry."

★ ★ ★

MEMBERS OF THE BRIDGEPORT MANUFACTURERS ASSOCIATION heard an address by Wallace F. Bennett, president of the National Association of Manufacturers, at the 49th annual meeting of the Bridgeport group, held at the Stratfield hotel recently.

Mr. Bennett called upon manufacturers to protect enterprise and capital. He said that much of America's heritage of freedom has been squandered to buy security. "Lately, men have been talking of freedom in the plural, as though there were many freedoms. The inference was that having so many freedoms, we could afford to give some up in order to get some benefits that we consider to be of greater value.

"The great lesson is that there is only one freedom. When we meet it in various aspects, we give it labels, but actually, we have only one thing—freedom. When we permit any of it to be weakened, or when we give any of it away, we have actually made a serious breach in the citadel of freedom, and the other aspects of freedom do not long endure."

At the business meeting Walter F. Herold, executive vice president and general manager of the Bassick Company, Bridgeport, was reelected president of the association. Other officers reelected were First Vice President Robert B. Davis, of the Raybestos Division, Raybestos-Manhattan, Inc.; Second Vice President A. A. Hall of the American Chain & Cable Company; Executive Vice President Harmon E. Snoke, and Treasurer T. N. Wakeman of the Bridgeport Fabrics, Inc.

★ ★ ★

JOHN B. DEPOT has been named director of personnel for the New Departure Division of General Motors Corporation, according to an announcement by Milton L. Gearing, New Departure's general manager.

Mr. Depot had been serving as acting director of personnel since last April, and prior to that served for several months as personnel manager of the division's Sandusky, Ohio plant. Before that he was an assistant to the division's director of personnel.

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NEW AND LARGER QUARTERS—One step in the expansion program of The A. W. Haydon Company, Waterbury.

THE A. W. HAYDON COMPANY, Waterbury, has recently moved to new and larger quarters on North Elm Street, Waterbury.

Increased demand for the fine timing motors and timers manufactured

by the firm called for the expansion of the company's production facilities, according to President A. W. Haydon. The new location will enable the firm to serve its customers more efficiently in both production and sales.

★ ★ ★

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New Haven, Conn.

ARTHUR B. BARNES of Taftville, treasurer of Ponemah Mills, has been elected president of the company, filling the vacancy caused by the death of J. Arthur Atwood of Wauregan.

Mr. Barnes will continue to serve the company as treasurer.

★ ★ ★

HELICOPTER ORDERS received recently by Kaman Aircraft Corporation, Bradley Field, from the U. S. Navy and Coast Guard have raised Kaman's military backlog to \$106,000. The new orders mark the third contract placed with Kaman by the Navy and the first contract awarded by the Coast Guard to the Bradley Field concern.

In announcing the contracts President Charles H. Kaman said, "Navy and Coast Guard helicopter uses, along with those of the Marines, Air Force and Army Ground Forces, are continually on the increase. Sea rescue operations, ship to ship and ship to shore transportation of personnel, submarine detection, evacuation of wounded and assault landings are but a few of the

uses in which the Navy, Marines and the Coast Guard are successfully employing rotary wing aircraft today."

★ ★ ★

GEORGE E. DYKE, president of Robert Gair Company, Inc., New York and Portland, Connecticut, manufacturers of folding cartons and corrugated and solid fibre shipping containers, has announced two new appointments in the organization.

George B. Greenwood has been made manager of the Industrial Relations Department and Irving S. White has been appointed manager of the industrial engineering department.

★ ★ ★

TWELVE STUDENTS will be graduated from the CRL School of Electronics, Inc., Hartford on January 20. They will have successfully completed 2250 hours training in electronics, AM and FM radio, television, and industrial instrumentation.

In the industrial instrumentation phase, each student has become thoroughly familiar with the construction, installation and servicing of a variety of industrial indicator-recorder-control devices of leading instrument manufacturers.

Dana S. Merriman, Administrator of the school has announced that these graduates are available for placement in business and industry, and that a representative of the school is available to discuss with manufacturers the details of the school's training plans.

★ ★ ★

VICE PRESIDENT W. F. ARNOLD of the Underwood Corporation has announced the appointment of F. M. Murtha as director of the sales educational department, with headquarters in Hartford.

Mr. Murtha joined Underwood in 1944 as a salesman, and was named manager of the Syracuse branch office last year.

★ ★ ★

THE CONNECTICUT DELEGATION to the New England Conference, held in Boston in November, was addressed by Rear Admiral James Fife, Jr., commander of the submarine force, Atlantic fleet, with headquarters in New London.

Admiral Fife declared that this country can prevent a third world war by maintaining its industrial strength. He said that there is no question that

the industrial potential of the United States, a great deal of it in New England, has been responsible for winning the last two wars.

"This same industrial potential was built and developed under a free enterprise system," he said, "and I can assure you that those of us who may have to fight another war and even if we don't, and who are interested in our successors who may have to conduct such a war, are very interested from a security point of view that this industrial potential as we know it, be retained for the future security of our country."

Nearly 1,000 New England industrial and business executives attended the two day conference sponsored by the New England Council. Secretary of Defense Louis Johnson addressed the closing session of the conference, assuring New England that his department does not intend to move this region's factories inland for reasons of defense.

Ralph A. Powers, president of Robertson Paper Box Company, Montville, retiring Connecticut chairman of the Council, presided at the Connecticut dinner at which Governor Bowles declared that the public's desire for better housing, health and education could be achieved faster under the private enterprise system than any other.

Connecticut members of the council elected Vice President William W. Wren of the Southern New England Telephone Company, New Haven, their chairman for next year. G. J. Carmichael, vice president, The New York, New Haven & Hartford Railroad was named vice chairman. T. H. Beard, vice president of Dictaphone Corporation, Bridgeport, was elected a director for three years, and all other officers and directors of the state unit were reelected.

★ ★ ★

NEW PROCUREMENT CENTERS have recently been established in thirteen cities throughout the country by the General Services Administration, designed to decentralize the peacetime buying activities of federal civilian agencies and thus aid industry in obtaining contracts.

General Services Administrator Jess Larson says the decentralization program is part of a long-range plan to take "procurement functions out into the areas where the businessmen who can furnish the required supplies have their places of business."

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MEMBERS OF THE QUARTER CENTURY CLUB of The Greist Manufacturing Company, New Haven, who met recently for their third annual dinner meeting.

information on government civilian buying may obtain it by contacting the Supply Center, Bureau of Federal Supply, General Services Administration, at the following addresses:

34-50 Varick St., New York 13;
2108 Payne Ave., Cleveland 14; 226 W. Jackson Blvd., Chicago 6; 12 Farnsworth St., Boston 12; 911 Walnut St., Kansas City 6, Mo.; 50 Whitehall St., S. W., Atlanta 3; 9th Floor, Empire Building, 100 McAllister St., San Francisco 2; 2400 Fourth Ave., South Seattle 4; 7th and D Sts., S. W., Washington, D. C.; 902 Customs House, Philadelphia; 7th Floor, Santee Building, 1206 Santee St., Los Angeles 15.

★ ★ ★

THE LONGEST BRUSH manufactured has just been completed by the Fuller Brush Company, Hartford. Manufactured for a specific job, the laying of the nap of carpeting evenly in one direction, as demanded by a large rug manufacturer, is almost 19 feet in length.

The brush is made of 48 straight nylon-filled Fullergript strips held in place by 480 screws and wedges. It weighs 450 pounds. It will be used in a machine especially designed for the job it is intended to do. In use it will revolve at a speed of 200 to 300 revolutions per minute.

THE THIRD ANNUAL dinner meeting of the Quarter Century Club of The Greist Manufacturing Company, New Haven, was held recently at Oakdale Tavern, Wallingford, with 37 members and company officials in attendance. H. M. Greist, Jr., vice president and factory manager, served as toastmaster. Mr. Greist presented a certificate of membership and a watch to Howard Word, who qualified for membership in the club during last year.

Other members of the club are: Lorenza Altieri, Thomas Cairns, Angelo Cirasuolo, Michael Civitello, Peter Dofano, Nicholas Maturo, Ralph Petrillo, Helen Walik, Giuseppe Cirasuolo, Frank Scognamiglio, Carl Baehr, Stephen DelGrego, Antonio Raccio, John Cusamo, Helena Caffery, Ralph Maturo.

Antonio DelGrego, Frank DiNardi, Norman Eddy, Lawrence Fazzone, William Korn, John Peterson, Susie Pierce, Edward Westlund, Joseph Melotti, Anthony Malaro, Anthony Bon-tempo, Mary Pavarotti, Stephen Signore, John Fraser and George Hinman.

M. D. Vanderbilt, president of the company, was the principal speaker. He reviewed the changes which have occurred at the plant during the past year and outlined briefly future plans.

Introducing Our New Directors

(Continued from page 8)

part of World War I, with the American Field Service, and shortly after the United States entered the war he transferred to the U. S. Army Air Service, was commissioned a lieutenant, and served as a combat pilot.

He started his career in the textile thread business in 1921 with the Heminway Silk Company of Watertown. He is now assistant to the executive vice president in charge of manufacturing, plant manager of the Putnam mill, and is also in charge of the company's new thread mill unit at Morristown, Tennessee.

Mr. Seaver is a member of the American Legion, Veterans of Foreign Wars, the Boston Textile Club, the New England Textile Club and the Quinnotisset Country Club.

★ ★ ★

SIXTEN WOLLMAR succeeds Clayton R. Burt, director, Pratt & Whitney Division, Niles-Bement-Pond Co., West Hartford, as a director for Hartford County. He has been associated with S.K.F. Industries and S.K.F. Steels from 1923 to 1947, starting in the engineering department.

In 1937 he was elected to the presidency of S.K.F. Steels, and five years later was named executive vice president of S.K.F. Industries.

He became president of Hartford-Empire Company in January, 1947.

★ ★ ★

CHARLES F. WILLIAMS succeeds C. E. Hart, Jr., president of Chase Brass & Copper Co., Waterbury as a director representing New Haven County. A native of Helena, Montana, Mr. Williams was educated at the University of Washington and the Massachusetts Institute of Technology.

Before joining the United Illuminating Company he was associated with the Philadelphia Electric Company, the Harvard School of Business Administration, Charles H. Tenney & Company, and the New England Power Association.

He is a director and past-president of the New Haven Chamber of Commerce, a trustee of the National Savings Bank, a director of the Grace-

New Haven Community Hospital, and a member of the City Plan Commission. He serves as vice president of The United Illuminating Company.

★ ★ ★

MORGAN PARKER, president of Bard-Parker Company, Inc., Danbury, has served by appointment as a director-at-large of the Association since June, 1947, filling the unexpired term of Alfred V. Bodine, president of The Bodine Corporation, Bridgeport, and vice president of the Association.

Mr. Parker was graduated from St. George's Preparatory School in Newport, Rhode Island, and also attended Massachusetts Institute of Technology. He was first employed by the Providence Engineering Works in Providence, and later became associated with the Morgan Engineering Company, Newport.

In 1916 he founded the Bard-Parker Company, Inc., to produce his own inventions in the surgical knife and instrument field. He is also president of Parker, White & Heyl of Erie, Pennsylvania, manufacturers of surgical germicides.

Mr. Parker is president of the Danbury Chamber of Commerce, a director of the Danbury National Bank and a former secretary and president of the Manufacturers Surgical Trade Association, having served as secretary from 1931 to 1944, and as president from 1944 to 1947.

★ ★ ★

FREDERICK LUX succeeds Allerton F. Brooks, president of the Southern New England Telephone Company, New Haven, as a New Haven County director. He has been president and general manager of the Lux Clock Manufacturing Company, Waterbury since 1946, and active in its management since its beginning in 1912.

Presently a resident of Middlebury, he was born and educated in Waterbury. A past president of the Clock Manufacturers Association, Mr. Lux is currently active in national problems of excise taxes and tariffs and their effect on the industry.

He is a director of the Citizens and Manufacturers National Bank of Waterbury, a member of the Budget Committee of the Waterbury Community Chest, and serves on the Executive Committee of the Waterbury Hospital.



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Amended Rule No. 10

THE so-called Amended Rule No. 10, which permits the loading of various types of freight in the same car and the payment of freight charges based upon the weight of each type of freight subject to the highest minimum weight of any type of freight in the car, has been in effect for several years in Official Territory, between Official and Southern Territories and within Southern Territory. Since its inauguration in the East many attempts have been made by various shippers and shipper groups to induce the western carriers to publish a similar provision. Such a step, however, was successfully opposed principally by large wholesalers operating in western cities. The wholesalers themselves purchased carload quantities of various types of material for storage and for later distribution in smaller quantities. They naturally feared that if individual companies were permitted to buy mixed carloads of freight they would lose much of their business.

Recently, however, the pressure from the shippers has increased and the carriers within Western Trunk Line Territory and Southwestern Lines Territory, or those between the Mississippi and the Rocky Mountains, filed a similar provision to be applicable within and between those territories as well as between those territories and Southern Territory. To date no similar provision has been made to apply such a rule to freight moving between Official Territory and the western groups, nor has the application of the rule been made applicable to transcontinental freight. It is, however, a step in the right direction and undoubtedly these other movements will soon be embraced by similar provisions.

It is interesting to recall that the whole doctrine of an Amended Rule No. 10 originated in the meetings of the Traffic Committee of this Association many years ago.

Docket MC-C-1115

The Interstate Commerce Commission instituted on November 14th an investigation under Docket MC-C-1115 into the commodity rates and exceptions ratings maintained by motor common carriers between the New York Metropolitan area, including northern New Jersey, on the one hand and points in New England on the other. Apparently this investigation stems from a petition of the New England Motor Rate Bureau and the Eastern Motor Freight Conference filed jointly with their petition for increased class rates about a year ago. At that time the Commission refused to investigate both features and limited its investigation to the increases in rates which resulted in a 5% increase being authorized in the decision of July 19, 1949.

Since that time the Accounting Division of the Commission has been making an investigation of the commodity rate structure of these New England carriers in an effort to arrive at a formula which would fairly indicate the cost of operations. Presumably, when this formula has been completed and approved all commodity rates in the affected area will be measured against it in order to ascertain whether or not these commodity rates are unduly depressed.

In order to compete successfully for certain types of shipments the motor carrier bureaus feel that too many individual carriers are publishing commodity rates for their own account in their individual tariffs which are too low. The bureaus acknowledge that they are unable to cope with this problem among their own members and therefore must go to the Commission for assistance. If the bureaus are successful not only the commodity rates of their members but also the rates of individual carriers outside their membership will be tested by the formula, which will have the effect of establishing a minimum rate order for the commodities presently moving under commodity rate.

This is a very serious situation and the individual companies presently shipping their products under commodity rates, whether or not these rates are published in bureau issues, should watch the developments closely.

Private Carrier Operations

Ever since the Interstate Commerce Commission laid down the principles for judging private carrier operation in the *Woitishek Case* the "for hire" motor carriers and rail carriers have endeavored to have the ruling reconsidered. This is due to the fact that the

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practice of company-owned trucks has expanded very rapidly and now represents a considerable drain on the potential tonnage and revenue that these "for hire" operators may secure. In effect, the Commission's ruling provided that if a private carrier receives compensation for, or even makes a profit from transporting its own goods, the operation does not necessarily become "for hire" if such transportation is in furtherance of a non carrier business.

Since this principle of the *Woitishke Case* was used in judging the private carrier status of the companies involved in the *Lenoir Chair Company Contract Carrier Application* and the *Schenley Distillers Corporation Contract Carrier Application* the method of approach was to reopen these two latter proceedings for the Commission's reconsideration. After reconsideration the Commission found that the companies involved were indeed private carriers and that there was no basis for believing that the "primary business test," as set forth in the *Woitishke Case*, was in error.

In view of this latest finding the companies who own and operate their own vehicles may continue to do so and may, if they desire, charge their customers for delivering freight or their suppliers for picking it up. This charge may or may not be higher than the actual cost of rendering the service. Of course, if the transportation charge assessed and profits derived therefrom are too great so as to overshadow the status of "furtherance of a non carrier business" the Commission may investigate and rule that a common or contract carrier service was being provided rather than private carriage.

The First Century of Progress on the Naugatuck Railroad

(Continued from page 10)

port, who had just completed the building of the Housatonic railroad. On June 12, 1845 the Connecticut state legislature granted a charter for the road, and on February 11, 1848 the company was organized.

The first plans of the company

called for the road to run from Waterbury to Derby, and then to either New Haven or Bridgeport. The capital stock of the company was to be \$800,000, but this was raised to \$1,200,000 when it was thought best to continue the road to Winsted. With the necessity of furnishing engines, cars and coaches, and other equipment the amount of stock was further increased to \$1,500,000.

Early in 1849 the company directors made a contract with the New York, New Haven Railroad company to use their road from Devon to Bridgeport, so Devon became the southernmost point of the Naugatuck Railroad.

Under the contract with Mr. Bishop the company was to pay him \$800,000 cash and \$400,000 in bonds to build the road complete.

When the building of the road was assured, application was made to the business men along the line to take stock in the project. For some unknown reason, probably because they could see no dividends from such a venture, many of these men declined. However, some of them made outright donations, often amounting to several thousand dollars.

The day the first train made a run the full length of the road was a day of celebration at some of the towns along the way. In Torrington (then Wolcottville) many of the citizens went down to East Litchfield where they boarded the train for the trip into town; and in Winsted nearly the whole village turned out to witness this great event.

The Result

The effect of the railroad on the various communities and industries along the line was noticeable within the first few years of operation. In every town there was a building boom, real estate prices went up sometimes as high as 500 percent, and hundreds of unrelated businesses were created.

In the 1853 annual report the directors waxed enthusiastic on what the railroad did for each community, gathering the facts from prominent local business men.

They noted that in Derby "within the past year", there were erected or put into the process of erection 44 dwellings and stores, 2 school houses and large additions to industry.

In Ansonia 68 dwellings were begun or completed, and new industries

included those for manufacturing clocks, car-springs, india rubber, brass and iron, and sash and blinds. The value of real estate jumped 100 to 500 percent.

Waterbury, the largest community on the railroad, had the greatest expansion. In three years 450 to 500 homes were erected, 21 manufacturing establishments started and the mercantile business had quadrupled.

In a single year in Torrington there was an increase of 35 dwellings and ten manufacturing establishments and stores. Real estate prices had advanced 75 to 100 percent.

And at Winsted, the northern terminal of the railroad, an additional \$160,000 had been invested in manufacturing, and over 100 new buildings were erected with forty or fifty more going up.

That the road would be prosperous was proved in a very few years.

The annual report for 1849 showed that the income for the first five months of business operation was \$52,292.04. This was somewhat smaller than expected but the directors pointed out that there had been a cholera epidemic in New York that summer resulting in less passenger service, and that the peak of tourist trade was missed because of the delay in completing the road. They were very confident, though, as to the future outlook of business.

The first full year of business, 1850 showed over 145 thousand dollars in receipts. In 1851 business increased 31 percent over the previous year, and in 1852 the year's increase was 11 percent.

The Naugatuck Railroad company continued operation of the road until 1887 when the receipts reached a total of \$725,827.99 and the annual report told the investors of their "usual dividend".

During 1887 the road was leased to the New York, New Haven and Hartford Railroad Company for a period of 99 years, and in 1906 it was conveyed to the company by deed.

The NYNH&H system continues to operate the road. The twin ribbons of steel follows the same course as one hundred years ago—along the Naugatuck River and its eastern branch, and through the rolling hills. It continues to serve the people and industry and will undoubtedly do so for many prosperous years to come.

Let us help you build

A SOUND PENSION PLAN

Before you launch a pension program, investigate the

"CHURCHILL FORMULA"

This well-known, copyrighted procedure builds employee morale through a balanced system of benefits which gives proper recognition to:

- 1. YEARS OF SERVICE**
- 2. AMOUNT OF EARNINGS**

In addition to eliminating frictions created by plans which accent earnings over seniority — or seniority over earnings — the special charts upon which the "Churchill Formula" is based will facilitate the administration of your plan — to a point which will amaze you by its simplicity and effectiveness.

BEGIN TO PLAN NOW

Write today for your copy of the "Churchill Formula for an Employee Pension Plan" and our handy "Pension Trust Check List."

EDWARD S. CHURCHILL

C. L. U. (Chartered Life Underwriter)

PENSION RESEARCH

Hartford National Bank Building

Tel. Hartford 7-9222

Hartford 4, Connecticut

SUGGESTIONS FOR THE AD MAN

Contributed by the Industrial Advertising and Marketing
Council, the Western New England Chapter of the National
Advertisers Association

Advertise Your Advertising*

INDUSTRIAL advertisers frequently become so wound up in selling their products to prospects that they overlook a very important group—their own company employees. All too often, it is assumed that company employees know what advertising is being done and why. They really should, too, but who is taking the time to show them?

Perhaps your company makes products which you can't expect to sell to employees, and probably you can't expect employees to bring in any orders. But, don't overlook the fact that each employee can be indirectly responsible for increasing sales of any product.

* Contributed by Alan T. Wolcott, Manager of Advertising and Sales Promotion, Chemical Department, General Electric Company, and Vice President of I.A.M.C.

Today, more than ever, selling isn't just a salesman's job, or an advertising job, or the job of the executives or factory workers, or the job of any one person or group—selling is everybody's job.

Often there is a need for a planned campaign directed to employees to (1) show them what advertising and sales promotion is being done and (2) show them the part that advertising plays in making their own jobs more secure for the future. Such a campaign can help indirectly to increase production and good will for the company, and at the same time, do a real job for the advertising profession. It can help you do a better job for your company.

The reasoning behind such a campaign is basically applicable to any

business. Employees should know as much as possible about the company and its products. Keeping them informed is a job of advertising and more specifically a job that the advertising manager must see is carried out. And more often than not, it's up to the advertising manager to do the job of selling the idea to company executives first. So, the advertising manager should get together not only suggestions for a good campaign, but be prepared to present it most favorably.

As often as not, your advertising and sales promotion may be the only opportunity for many employees to know just what your product is used for, where it goes, the price, and dozens of other facts about the product. Few employees have the occasion to become familiar with the type of advertising and sales promotion you do unless you explain it to them. Wading through a mirage of technical literature isn't very spine tingling for anyone, but on the other hand, employees are pretty generally interested in themselves and the products they make and handle, and they will be interested in the way your advertising presents those products. Even the girl on the bench or at the typewriter wonders about the thing-a-mah-jig you advertise and what it does. She will never become an expert on this or that from reading the ads, but every bit she knows means she's that much closer to the business, that much more of an asset. As much as anything else, whether she retains any of the technical information or not, your advertising is known to her, she "belongs", she is a better employee.

If your company makes consumer products, giving employees a broad scope of all company products and their selling points is a direct selling help. In fact, it is a must. When an outsider questions an employee about one of your products or refers to a current ad, the employee should have some idea of what the person is talking about. Any outsider who encounters numerous employees who have little knowledge concerning the company and its products assumes that the company is an impersonal thing and doesn't warrant confidence. On the other hand, if an employee can talk about the company products and the advertisements, he can give the company a warm personality. Again, through informing employees, you can help give them the sense of "belonging."

**GENERAL
STEEL
PRODUCTS**

**LOCKERS
SHELVING
CABINETS**

Some Sizes Always in Stock For
IMMEDIATE SHIPMENT

MOVABLE PARTITIONS

For Offices, Factories, Tool Cribs, Toilets

WORK BENCHES

SHOP STOOLS

REVOLVING BINS

Experienced Erectors for Installation or Repairs

CALL US FOR ALL TYPES OF SHOP EQUIPMENT

WARD MAIER & CO.

NEW BRITAIN, CONN.

Phone 3-0626

MILFORD, CONN.

Phone 2-0997

WAREHOUSE : KENSINGTON, CONN.

For the company that is engaged in selling an entirely new product line, it is especially important to familiarize all personnel with the company advertising. Not only does it aid "mouth to mouth" advertising, but it is vital to show employees the part that advertising plays in relation to their jobs. Taking on a new line of products creates a really tough problem for any company, but it's made easier with the cooperation of all the personnel. In some respects, advertising can play the role of coordinator between labor, management, and sales. It's generally a tough grind getting a new line rolling. There may be layoffs in trying to get production scheduled correctly, personnel may be moved around, and many employees may have a general unfamiliarity with the whole business. Advertising your advertising to the employees can help such a situation. In addition to selling the products, show the employees how advertising gets a "foot in the door" to help the salesman get the orders that will mean steady production, more jobs, and more security for all employees.

There are several methods of advertising your advertising. Undoubtedly, the best single method is through a company house organ. Advantages of this media include: ready-made circulation; it is taken home and read by the family; no separate printing required; a personal touch; affords more explanatory copy space; and is generally well read.

A company bulletin board also affords an opportunity to keep employees posted on current advertising and sales promotion activities. Preferably, use as a supplement to the company house organ, but use alone when a house organ doesn't exist. Advantages of bulletin boards include: full size ads may be displayed; reprints in color can be shown; they are timely; they permit quick and brief "telegraphic" messages. Of course, bulletin boards should not be used unless well taken care of regularly.

It is not so important which media you use or the manner in which you choose to tell the story to your employees of your advertising and sales promotion activities. It is important that your employees know of the part which your advertising plays in building new business and establishing leadership in industry for your products—in other words, the importance of advertising to them and to their jobs.



SUPPORT YOUR 1950 SALES EFFORT WITH

Complete Sales Promotion

No element, however small, can afford to be overlooked when you're working out a supporting plan for your 1950 sales effort. All too often plans for plushy space ads steal attention from other vital sales helps such as order forms, catalog pages, direct mail or publicity . . . the sales tools that should be included as an integral part of your advertising program.

Contained in the portfolio of "Prellads" above, are typical examples of sales promotion tools prepared by this agency. They indicate the foresight, thought and care that we inject into complete sales promotion.

As an introduction to our service may we show you other portfolios of "Prellads" that demonstrate the value of complete sales promotion.



THE F. W. PELLE COMPANY

Complete Sales Promotion

HARTFORD 3, CONNECTICUT PHONE 7-3233

prelle-prepared is well prepared

ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

DESTRUCTION OF OLD RECORDS

By ELMER DOW

STORAGE space for old records has become a real problem with many companies. Yet the record retention requirements of Government regulations, as well as those of company policy are often so varied, that certainly the greatest attention must be given to all these aspects, before any old records are destroyed.

It is important to note that old rec-

ords break down into two general categories based on legal retention requirements, and aside from retention based on company policy:—

- (1) Records pertaining to the last war.
- (2) Records pertaining to civilian and peace-time business.

Requirements for retention of war production records are generally for a

longer period of time than the requirements would be in the case of identical records, covering civilian and peacetime production. It can be generally stated that records pertaining to war production, terminations and C. P. F. F. contracts should be retained until December 31, 1951.

Congress has defined rather generally the war records to be so preserved as including "books, ledgers, checks, check stubs, payroll data, vouchers, memoranda, correspondence, inspection reports and certificates".

It is further noted that where C. P. F. F. contracts have been performed and payment made thereunder or a fixed price contract likewise performed and payments made therefor, the Government can sue at any time to collect payments. There is no statute of limitation.

Records pertaining to the last war, but not coming under the category of production under a prime or a sub-contract, include the following. The dates at which the records in connection with these war-time agencies may be destroyed, with certain minor exceptions, are also indicated.

(1) Price Control (O.P.A.)—November 7, 1949; (2) War Man-Power—May destroy now; (3) War Production Board, including records recontrolled materials and priorities—May destroy now; (4) Wage Stabilization—Retain for three years, beginning with date related Federal Tax return is due or filed.

With respect to record retention requirements for civilian and peace-time operations, of prime importance is the matter of company policy for record retention. Certain records may be sufficiently valuable to future operations that they will be retained for a far longer period than required by law.

Having decided as a matter of company policy how long it is desired to retain each particular type of record in question, it is well next to study the various statutes of limitation in the particular state or states involved. Such statutes might cover among other things:—(a) employee suits, (b) simple contracts and notes, (c) contracts under seal.

The more important Federal and State laws having record retention requirements are the following:—

(1) *Wage-Hour or Fair Labor Standards Act Records:*

Record retention requirements of this law vary with the type of record. For example, all payroll or

(Continued on page 36)

CHAS. G. ALLEN CO.

Drilling Machines.

KINGSBURY MACHINE TOOL CORP.

Automatic and semi-automatic drilling machines.

MONARCH MACHINE TOOL CO.

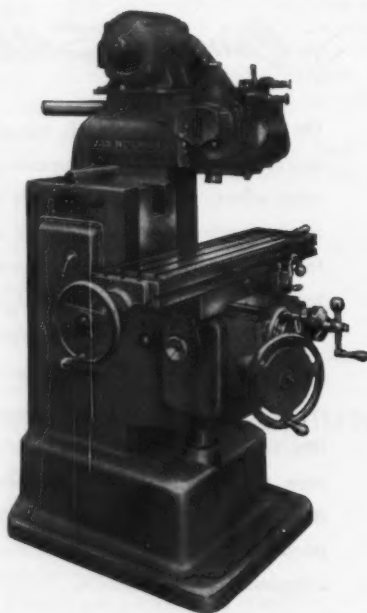
Precision Lathes.

VAN NORMAN CO.

Milling machines and production grinders.

THE MINSTER MACHINE CO.

Power Presses.



LYMAN A. SMITH MACHINERY COMPANY, INC.

410 ASYLUM STREET, HARTFORD 1, CONN.

Telephone 7-0105

Exclusive Representatives in Connecticut

BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

THE October index of general business activity in Connecticut is estimated at 15% above normal, one percentage point below the September standing. While the current index is some twenty-six points lower than it was a year ago it is twelve points higher than in July of this year. Although the national coal and steel strikes did not seriously disturb industry in this State in October a few plants were directly involved and others were faced with uncertainties in the establishment of production schedules. Of the various components of the general index, manhours worked, factory employment and construction activity all reflected gains over the preceding month. However, this improvement was offset by a slight decline in cotton mill activity and a sharp drop in freight shipments which fell off noticeably from the high level recorded in September. The United States index of industrial activity, which in September

stood at 16% above normal, the same as the Connecticut index, was seriously affected by the coal and steel strikes to the extent that the October index is estimated to have declined sixteen points to normal.

In October the index of manufacturing employment rose for the third consecutive month to 19% above normal. There were about 344,000 persons employed in Connecticut manufacturing plants in October, an increase of 2% over the preceding month. Noticeable gains were made in industries producing fabricated metals, electrical equipment, instruments and clocks, silverware, and textiles. Among the principal labor market areas the following changes were recorded: Bridgeport +4%, Waterbury +3%, New Britain +2% and Hartford +1% with New Haven showing no change. Non-manufacturing employment in October was 373,000, the same as last month, and there were no significant changes among the businesses which go

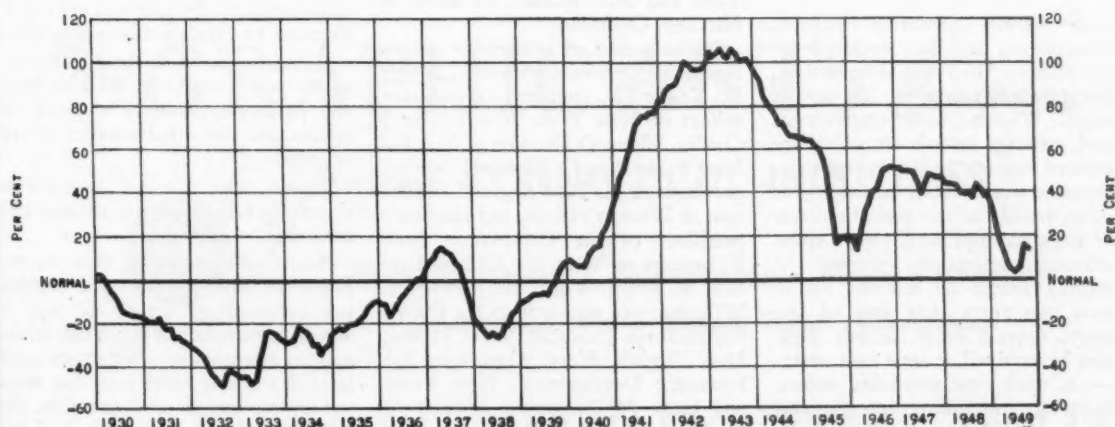
to make up the non-manufacturing total.

The index of manhours worked in Connecticut factories is estimated at 22% above normal for October, an increase of four percentage points over the previous month. This is the most favorable standing since March of this year and is about seventeen points above the 1949 low experienced in August. The recent improvement is the result of increases in both the number of persons working and in the average hours worked per employee. In October, average hours worked were 40.3 as compared with 39.9 in September. Average weekly earnings rose correspondingly to \$55.15 from \$54.77 while basic hourly earnings advanced slightly to \$1.37.

During the past year significant fluctuations have taken place in the relationship of wages to cost of living. Average basic earnings rose through the first quarter of this year and since then have moved horizontally at a level somewhat above the standing which obtained in the latter part of 1948. Total earnings decreased noticeably in the first six months of 1949 as the length of the work week was reduced and then rose in the third quarter as improved industrial activity brought about an increase in average hours worked per week. The cost of living which reached an all-time peak in the second quarter of last year has declined in each succeeding quarter, although the fall-off has been very modest in the last two periods.

During the course of the past month considerable progress has been made

GENERAL BUSINESS ACTIVITY IN CONNECTICUT COMPARED WITH NORMAL



toward settlement of the national strike situation. In the case of steel all of the major companies and many of the smaller ones have come to agreement with their unions and are rapidly approaching full-scale operations. The Bethlehem Steel Corporation, second largest in the industry, reached a settlement on October 31 and established a pattern for the industry. The Bethlehem plan provides for minimum pensions of \$100 a month, including Federal old age insurance, at age 65 for employees with 25 years' service. This plan will be paid for entirely by the company. In addition, there will be a social insurance plan paying benefits in case of accident, sickness, hospitalization and death. This will be financed half by the workers and half by the company, with each contributing 2½ cents an hour per man. In the soft coal industry the United Mine Workers and the operators have not yet reached an agreement. On November 9 the miners unexpectedly returned to the coal pits but announced that the strike would be resumed the first of December if negotiations, on a basis satisfactory to them, were not underway by that time. In the interim pressure has been brought to get the parties to resume negotiations and keep the miners at work. Indications are that the White House is prepared to take extreme steps, if necessary, to keep the mines open this winter.

Accounting Hints

(Continued from page 34)

other records containing employee information and data required under sections 516.2 should be retained for three years from the last date of entry. Whereas basic employment and earnings records on which are entered starting and stopping time, separate work forces, or employees daily, weekly or pay period amount of work accomplished, (when those amounts determine earnings or wages) should be retained for at least two years after date of last entry. Certain other records must also be retained at least two years:—e.g. work time schedules, orders, shipping, and billing records; and details of additions and deductions from wages paid.

(2) Walsh-Healey Act Records (Public Contracts Act):

Regulation 504, Series A, issued by the Secretary of Labor, September 14, 1936, as subsequently amended, provides for retention of records as specified for at least four years from date of last entry. Such records include:—(a) detailed personnel records, (b) wage and hour records, (c) injury frequency rates.

(3) Federal and State Unemployment Insurance Records:

Records of amounts of remuneration and contribution to state unemployment fund, as well as pertinent returns, schedules, etc. should be retained for four years after the tax to which they relate becomes due, or the date the tax is paid, whichever is later. It is also important to check on the various state requirements re retention of unemployment insurance records.

(4) Federal Social Security Tax Records:

Various personnel and payroll data as specified should be retained for at least four years after the date the tax to which they relate becomes due, or the date the tax is paid, whichever is later.

As may be seen from the foregoing, the requirements of record retention are many and varied, requiring detailed study before records are destroyed.

Club Women See Power Industry at Work

(Continued from page 7)

Carmel, Mrs. Charles Whitty of Hartford, Mrs. Charles B. Gilbert of Norwich, and Mrs. Richard G. Koch of Hamden, Chairman.

Those seated as head table guests, besides the speakers, included: Walter H. Koehn, Jr., public relations consultant of New York; Mrs. Elizabeth Cowles, Women's Division of N.A.A., New York; Mrs. C. Whitfield Gowrie, president of the New England Federation of Women's Clubs, and last year's president of the Connecticut State Federation of Women's Clubs, Hamden; A. Royal Wood and Charles A. Williams, vice presidents of the United Illuminating Company, New Haven; Miss Virginia Blood, Committee for Economic Development, New York; and Leslie M. Bingham, secretary of the Manufacturers Association of Connecticut.

Human Relations Moves Up on Industry's Balance Sheet

(Continued from page 13)

But, for heaven's sake, let's be specific, having facts not bromides tell the story.

If a company must produce more, improve quality, or cut certain costs to stay competitive, every employee can help. First, the problem must be analyzed in simple terms to show how it affects each employee and his future security. This might be a general appeal to all employees of the company. Morale and spirit can be greatly stimulated by such action.

But this is only the first phase. The program must thrust down to the roots of the problem. Every employee must be told and shown specifically how he can help on his particular job. By getting each employee to think and act, to suggest and work actively on the problem, miracles can be performed.

Investing in employee relations is good business. It is no mere coincidence that most successful companies maintain active employee relations programs. It is positive evidence of a progressive philosophy that is paying dividends.

But invest wisely. Before you spend any money, follow this simple procedure:

First, get the facts—all the facts—that will enable you to analyze your problem accurately. If you feel that you are too close to the forest to see the trees, have a professional service make an objective survey.

Second, using the facts, clearly define your particular employee relations problem. Be sure you are not influenced by false or misleading issues.

Third, set down all the possible programs which could be used to attack the problem. Carefully evaluate the advantages and disadvantages of each approach.

Fourth, select the best program and throw the full support of management behind it.

Above all, recognize that an employee relations program is a continuing program of action as well as words. It demands as much day-in and day-out attention as other major problems. It's a long-range pull that needs top-drawer interest and devotion. But properly directed it can pay, and will pay, enviable dividends.

BUSINESS TIPS

from

School of Business Administration

University of Connecticut

YES, I Misplaced The COMMA

By RUTH BOSWORTH*

THE secretary decided to type one more letter. With a deft flick of the wrist she twisted a piece of paper into the typewriter. She knew that one pathway to successful letter writing may be followed by mentally reviewing the character and personality of the person to whom the letter is addressed. Eager as she was to go into action, she well knew the folly of omitting this step which pays such big dividends on the brief instants devoted to it. She thought of her employer for whom this letter was intended.

The man she pictured is a high ranking executive who maintains his position because he thinks straight, plans ahead, makes seemingly snap decisions which are actually well thought through, and is impatient with delays for any cause. He has a pleasing per-

sonality and his associates—including his secretary—are glad to work with him. He is thoroughly fair in all his dealings.

The secretary adjusted the paper and began to type. The tapping of keys was slow at first, but it speeded up as she warmed to her self-given task. After a matter of minutes, she took the completed letter from the machine and walked quickly to her employer's vacant desk. As she was laying the letter down, she paused to look at it again and this is what she read:

"Dear Employer:

This morning, while others were present, you pointed out, in a very smug manner, that I had used a comma in one of your letters where none should have been used. You urged me to be more careful in the future.

Yes, I did misplace the comma yesterday. But what did you do? I will tell you.

You postponed your dictation until 4:15 p. m., although it could have been given to me in the morning. You dictated until 4:50 p. m., rushed away for a dinner engagement, and then took a train to New York. You barely arrived on time for each, and all who came in contact with you were impressed with the fact that you are an executive under high pressure and an exacting schedule.

I typed overtime from five o'clock until after six, missed my regular bus, was late to dinner, and had to cancel a personal engagement for 6:30 p. m.

Your letters went out signed "Dictated but not read."

Yes, I misplaced the comma, but what did I do during the balance of the day?

At eight o'clock in the morning I brought order to your desk. It is always in a state of fine disarray after you have been sitting before it for ten minutes. I dusted the desk, laid out a reminder of your engagements for the day, sorted the mail, and made a list of the reports due from department managers on that day.

You ignored the mail until 4:15 p. m. I assure you that this was not necessary. You paid no attention to your list of engagements but relied upon me to see that you were kept informed as they fell due.

(Continued on page 52)

The GRAPHIC ARTS Company



CONNECTIONICUT INDUSTRIES

*Photo Engraving • Photography • Photo Retouching
Advertising Art • Direct Mail Advertising*

172 HIGH STREET • HARTFORD • PHONE 2-0193

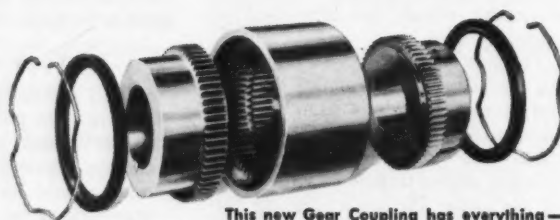


Sier-Bath GEAR COUPLING

—safe as a smooth shaft —half the weight per horsepower

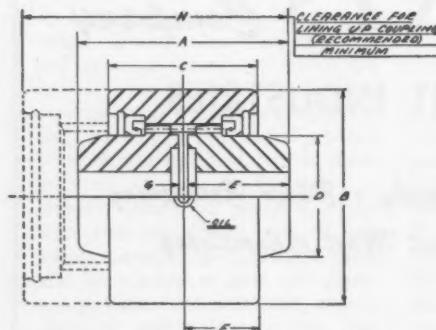
Safe as a smooth shaft—no nuts or bolts to protrude. And light—about half the weight of other gear couplings of equal horsepower capacity. These new Sier-Bath Gear Couplings are simple and easy to assemble and disassemble. It is only necessary to depress the retaining rings with a screw driver and take the coupling apart by hand. But "seeing is believing"—if you wish to examine one of these remarkable couplings, free of charge, we will gladly send you one of any size up to 2" for thirty days free trial.

Sier-Bath Gear and Pump Co., Inc., North Bergen, N. J.



This new Gear Coupling has everything—
safety, lightness, compactness, strength, economy.

Also manufacturers of Sier-Bath Precision Gears and Pumps



Size	Max. Bore	A	B	C	D	E	F	G	H	Cap. H.P. per 100 RPM 1-Direction	App. Wt.
3/4	1 1/4	3 1/4	2 3/4	2 3/4	1 3/4	1 3/4	1 3/4	1/4	3 1/4	4	5
1	1 3/4	3 3/4	3 3/4	2 3/4	2	1 3/4	1 3/4	1/4	4 1/4	7.5	7
1 1/2	1 5/8	3 3/4	3 3/4	2 3/4	2 3/4	1 1/2	1 3/4	1/4	4 5/8	12	9
2	2 3/8	4 5/8	4 3/4	3	3 1/4	2 1/4	1 3/4	1/4	5 1/2	24.6	15
2 1/2	2 5/8	5	5 1/4	3 3/4	3 1/4	2 3/4	1 3/4	1/4	6	35	21
3	3 3/8	5 3/4	6 3/8	3 3/4	4 3/4	2 3/4	1 3/4	1/4	6 3/4	76	39
3 1/2	3 5/8	5 3/4	7 1/4	3 3/4	5 3/4	2 3/4	1 3/4	1/4	7	119	46
4	4 3/8	6 1/2	8 3/4	4 3/4	6 1/4	3 3/4	2 3/4	1/4	8	190	58
4 1/2	4 5/8	6 3/4	9 1/4	4 3/4	6 3/4	3 3/4	2 3/4	1/4	8 3/4	233	70
5	5 3/8	7 3/4	10 3/4	5 3/4	8	3 3/4	2 3/4	1/4	9 3/4	410	117
5 1/2	6	8 1/4	11 1/4	5 3/4	8 1/4	4 3/4	2 3/4	1/4	10 1/4	460	134
6	6 3/8	8 3/4	12 3/4	6 3/4	9 1/4	4 3/4	3 3/4	1/4	11	550	172

NOTE: It is important that the length of one shaft be equal to or greater than C + G in order to check alignment.

Weights are for couplings with rough bore.

New England Representatives

KENNETH F. THOMAS CO. 62 LaSalle Road, West Hartford 7, Conn. Tel. 3-5233-4

THE RIGHT TO OWN

By OPAL HILL MUNZ

Our American Way Of Doing Business . . . V

A UNIT OF STUDY (for the fifth and sixth grades)

AMERICANS have always believed in the concept of private ownership.

A fierce yearning for land and possessions burned deeply in the hearts of our forefathers. Motivated by this compelling desire our forefathers left Europe where many of them held the status of slaves to feudal lords or vassals to authoritarian kings and came to America.

Here their struggle for freedom of ownership was inseparably tied with their struggle for all liberties. They knew that as property came more widely into the hands of the people they would be free. They willingly underwent the sacrifices of a costly war to defend this principle.

After the colonists had won their freedom from the unjust power of England they drew up a Constitution to protect forever the liberties which had come to them through long and bitter struggle. And, in the Bill of Rights they carefully safeguarded the right to own property when they wrote that no person "shall be deprived of life, liberty or property, without due process of law, nor shall private property be taken for public use without just compensation."

Unfolding history confirmed the belief of the forefathers that all freedom revolves around the right to own property and the means of production and that when men cannot freely own property no other liberty is secure. It confirmed the belief that ownership of private property stimulated effort and incentive.

Belief that every citizen had the right to own property and to accumulate wealth as the result of his labor came to be the overwhelming conviction of all people. Many spoke in forthright terms about their convictions. Abraham Lincoln has this to say:

"Property is the fruit of labor, property is desirable; it is a positive good in the world. That some people should be rich shows that others may become rich and hence it is just encouragement to industry and enterprise. Let not him who is houseless pull down the house of another, but let him work diligently and build one for himself, thus by example assuring that his own shall be safe from violence when built."

Today this noble concept colors the whole fabric of our economic life. When we think of our American way

of doing business we think of it as a system under which all the national means of production are owned directly by the people themselves.

Phelps Adams, of the New York Sun, defines our American way of doing business thus:

"It is a system under which all the productive facilities of the nation are owned directly by the people themselves. The people alone—not their government, nor their politicians—determine what wages shall be paid for what services and without governmental coercion they decide how much capital shall be invested, in what competing enterprises at what prospective profit."

The stand our early American patriots took in wisely protecting in our Constitution the private ownership of property proved a significant turning point in the progress of our nation. Under the incentive of property ownership our people developed the nation's resources to the highest possible peak.

The pamphlet entitled "Business," published by the Americana Corporation as a part of the Building America series of studies says:

"They developed rich farms, laid railroads, opened mines, and covered the face of our nation with mills and factories, cities and towns. They developed thousands of small and large businesses. They formed giant corporations which brought together capital, built up great establishments, and turned out an increasing flood of goods and services."

Although the right to own property has become one of the vital freedoms of democracy, private ownership is restricted in vast areas of the world today. The loss of this right has brought totalitarianism to many countries. Dictators, after the old pattern of feudalistic lords and authoritarian kings have deprived people of prop-



—Illustration from filmstrip series, Our American Heritage, Courtesy Reader's Digest.



SIMPLE—During colonial days it was easy for people to own property and the means of production, and start in business for themselves as little capital was necessary.

erty and the means of production and reduced them to serfdom. Uninspired and without incentive the people work at the command of dictators who run all industries and businesses and hand down cut-and-dried plans intended to bring benefits to the state rather than the individual.

The fundamental tragedy of any dictatorship is that when a dictator possesses absolute authority he always abuses that authority. When a dictator, in the name of his so-called government, goes into business he soon begins to monopolize property for the state. By various unethical means he finds a way to control all the instruments of production . . . the land, the natural resources, the factories, and the machinery that produces goods. Soon the people become enslaved. They no longer have any political rights or any economic rights. They no longer have anything to say about how their government is run or about their country's way of doing business. Individual enterprise vanishes and state enterprise takes its place.

If our American way of doing business is to be safeguarded in a world where the frontiers of freedom are being narrowed every day we must continue our own struggle to perpetuate those freedoms by passing the torch on to our children.

In these dramatic and threatening times it is the duty of all adults to see

that our children are inspired with the will and determination to preserve the freedom to own property and all the other freedoms so dearly won by our forefathers.

The teacher in the schoolroom can be of immeasurable aid by helping the pupils understand that when property and the means of production are in the hands of one man or a small group of men, the people are slaves; that when property and the means of production are widely distributed then the people are free.

Scope

This study is one of a series of nine which are prepared with the thought of providing material to teachers that will help them to direct the child's economic education, so that he will recognize the worth of our American way of doing business, understand its weaknesses and strengths, be motivated to defend its good points, and do something to correct the bad ones.

In developing this unit of study "The Right to Own," the fifth of the series of nine on OUR AMERICAN WAY OF DOING BUSINESS, stories and factual material should be used to show how the material progress of a nation and the welfare of its people depend upon the right of the people to acquire and own private property.

(1) Stories of feudalism that show how the ownership of property

was limited to a few feudal lords.

- (2) Stories of the landed aristocracy of the middle ages which show how that small, minority group owned all the land and most of the capital.
- (3) Stories of the middle ages when kings, who believed in their divine rights, and who felt the state was more important than the people, controlled most of the land and means of production.
- (4) Stories of how, in England during the middle ages, the king whose will was law, had a monopoly on property and how a person who wanted to go into business for himself had to persuade the king to grant him a charter.
- (5) Stories of the settlement of America which emphasize the thought that our forefathers left Europe and came to this country in search for the freedom land and possessions would give them.
- (6) Stories of how the English kings tried to control the lives of the American colonists, their property, and their means of production, and how this attitude on the part of the English kings led to the American Revolution. How the Revolutionary War helped to unite the people on such questions as the right of every free man to acquire property and do with it whatever he chose.
- (7) Read to the students and discuss that portion of the Constitution (Article V of the Bill of Rights) which carefully safeguarded the right of the individual to own property.
- (8) Stories of how the Puritans and the Pilgrims, after fleeing from persecution in England, inconsistently practiced intolerances in this country. How they brought to this country all the English practices of restricting the rights of the people to vote. How in most of the 13 colonies it was necessary for a man to pay taxes and own property to vote. How voting based on property qualifications existed in this country for more than half a century after the Declaration of Independence. Story of how Thomas Dorr staged a rebellion in Rhode Island to win the vote for prop-

ertyless workingmen. Point out that the removal of property restrictions on voting was another step forward in bringing individual freedom to all. A man had the right to own property and the means of production, but if by some unfortunate circumstance he did not own property, he was not to be denied other freedoms. Similar application may be made with the story of how for many years after the founding of our nation married women could not own property, and of how any property they inherited went to their husbands on marriage.

- (9) Stories that tell of the communal experiments in the founding of Jamestown and Plymouth, and the vital change which private ownership made in these settlements. How these experiments helped people to realize that as property came more widely into the hands of the people they would be free. How these experiments helped people to realize that all freedom revolves around the right to own property and the means of production and that when men cannot freely own property no other liberty is secure.
- (10) Stories that show how during colonial days it was easy for people to own property and start in business for themselves as little capital was necessary.
- (11) Story of our nation's westward expansion and how the easy acquisition of property helped to establish man's belief in the right of people acquiring private property. Stories of homesteading as practiced in the West, and how the government made it easy for individuals to own land and the means of production.
- (12) Story of the Industrial Revolution and of how ownership of the means of production shifted from small craftsmen to owners of large factories. How men formed partnerships to get together enough money and property to operate a business.
- (13) Stories of how a new kind of business organization, the corporation, was set up, in which large groups of the people owned property and the means of production in the form of shares.



COMPLEX—Ownership shifted later from small craftsmen to owners of large factories. Men formed partnerships to get enough money and property to own a business.

- (14) Stories of how the unfair trade practices of the late 19th century led to controls being placed on large trusts by the people, through democratic processes.
- (15) Story of how the Sherman Anti-Trust laws were passed to prevent any one person or group of persons from getting a monopoly on property. How the Clayton Act was passed to strengthen the Sherman Act. Emphasis should be placed on the thought that protection of the right to own property is essential to our way of doing business, but that as long as it is done by the people, through democratic processes, we will not sacrifice any of our economic or political freedoms.
- (16) Stories of totalitarian countries and how property and the means of production have been taken over by the government. Emphasis should be placed on how public ownership of property and the means of production destroy freedom while private ownership of property and the means of production protect and preserve freedom. Give examples.

General Purpose

The general purpose of this unit of study is to supplement and enrich the school curriculum.

Besides the textbooks already in use, these additional ones will make excellent enrichment source material: *Economics for the Millions*, Henry Pratt Fairchild; *Property and Contract*, R. T. Ely; *The Supreme Court and Civil Liberties*, Osmund Frankel; *Big Business in a Democracy*, pages 57, 66, 67, 70, James Truslow Adams; *Elementary Principles of Economics*, page 9, Ely and Wicker; *Practical Problems in Economics*, page 474, Mitchell and Mitchell; *Our Town*, pages 330-973, Goslin; *Principles of Economics*, page 65 forward, Boucke; *American Economic Problems*, page 592 forward, Patterson-Little-Burke; *Modern Economics*, pages 15, 16, 22, 551, Corbett and Colvin (use first chapter of this book for help on stories about feudalism and landed aristocracy); *Economics for General Reader*, page 355, Clay; *Colonists and the Revolution*, Barstow; *Communism in Action*, Library of Congress, Government Printing Office, Washington, D. C.; *Our Economic Life*, Chapter III for material on how the Industrial Revolution changed our way of life and brought about problems concerning the ownership of property and the means of production; *American and Russian Economic Systems*, University of Chicago Roundtable, Chicago (10 cents). Consult history books in the public library for stories about the role private own-

ership of property has played in the development of a nation of free people; *Making of a Democracy*, Hartman, for communistic experiments by early American colonists, pages 92-93.

Aims

The specific aims of this unit are:

- (1) To help the pupil understand the meaning of public ownership and the meaning of private ownership.
- (2) To help the pupil understand the meaning of private ownership of property and the means of production as applied to our American way of doing business through individual freedom and initiative.
- (3) To make clear that the difference between the American way of doing business and the totalitarian way of doing business is the difference between public ownership and private ownership.
- (4) To make clear that under the American way of doing business where individuals own the means of production, the individual is considered more important than the state; that in totalitarian countries where the state controls and owns the means of production, the state is considered more important than the individual.
- (5) To show that private ownership of property and the means of production protects the individual's freedom; that public ownership of property and the means of production destroys individual freedom.

Launching the Unit

To launch this unit of study we submit the fourteenth installment of our serial story about Antares, the star-boy, who is living on earth and learning about our American way of life.

The Story: Lucky Star

THE fifth grade boys and girls were seated in a conversation circle around the talking table.

Miss Hamilton asked Antares and Jerry and Benny Mac to remove everything from the table . . . books pamphlets, pictures, notebooks . . . everything.

Then when the table was bare, Miss Hamilton, without comment, laid a long white envelope right in the middle of it. The boys and girls saw at once that the envelope had come through the mail for there was a blue three-cent stamp in the upper right hand corner and a typed address in the middle.

Everybody immediately leaned forward, with elbows on the table, in quiet expectancy.

"Mr. Daniels, the postman, brought it this morning," announced Miss Hamilton, "and it's addressed to all of us."

"What do you know?" said Johnny, as he boldly picked the envelope up in his hands. "It says: TO MISS HAMILTON'S FIFTH GRADE PUPILS."

"Go ahead and open it," suggested Miss Hamilton. "Let's find out what's inside."

"Better watch out!" warned Jerry. "It might be an April Fool's joke."

"Yes," Irene chimed in, "I bet there's something inside that will jump out at us when the letter is opened."

"Aw, who's afraid of things that jump?" boasted Johnny. He held the letter at arm's length and pinched and punched it from end to end, testing its contents. "Feels empty," he finally announced.

In noisy enthusiasm and gay friendliness the other boys and girls urged: "Open it. Go ahead. Let's see what's inside."

Johnny was enjoying being the center of attention. "Well, here goes," he said finally, unable to think of a reason for further delay. "April Fool's Day is gone and past: if anybody sent this letter for a joke, he's the biggest fool at last."

But the letter wasn't a joke and there was nothing inside that jumped.

Johnny deliberately read to himself the contents twice just to keep the others in suspense. As he read he made little clucking sounds to heighten the effect.

"Well," he finally said, "I guess we are pretty important people. It's an invitation from the Kiwanis Club to give their program next Friday."

"Can you beat that?" whistled Jerry. "That's only half the story," said Johnny. "They want the program to be about OUR AMERICAN WAY OF DOING BUSINESS."

"Read the letter to us," suggested Antares.

"Yes, word for word," echoed the whole group.

Johnny read:

"Dear Boys and Girls of the Fifth Grade:

"A little bird with a big mouth told our program committee that you are studying about OUR AMERICAN WAY OF DOING BUSINESS.

"He even told us that at this moment you are studying about THE RIGHT TO OWN.

"Could you come to our next meeting Friday at noon and tell us about what you have learned about the right to own?

"Talk it over with your teacher, Miss Hamilton, and among yourselves and let us know.

"Of course, we are counting on your answer being 'YES.'"

Sincerely,

MAXWELL HIGGINS,

Chairman, Program Committee.
Kiwanis Club.

Antares' hand shot up in the air. "Let's write YES in big red letters right across the face of the invitation," he burst out, "and send it straight back to Mr. Higgins."

The class rocked with enthusiasm. "Antares always comes up with the right idea," Benny Mac said proudly.

"The next thing on the program," said Johnny, "is to decide what sort of program we'll give."

Mary said, "Let's make a picture roll."

But it happened that Jerry had a brother in the third grade where a picture roll was being made. So, Jerry sniffed with great scorn. "Picture rolls are baby stuff; just baby stuff."

On this scornful note the discussion floundered. No one could think of anything very good to do.

Finally a committee was appointed to make suggestions. Two boys and two girls were chosen for the committee . . . Antares and Benny Mac and Irene and Mary.

Next day the committee suggested that the class should make a giant picture-story book which would tell the story of THE RIGHT TO OWN.

The idea caught the imagination of all the boys and girls. It was something they had never done.

The whole group then worked out the following general plan:

A. The pages would be made of construction paper, 36 by 48 inches.

B. The book would have the following fifteen illustrated pages:

1. Days of feudalism when owner-

- ship was limited to a few feudal lords.
2. Days of landed aristocracy when small minority groups owned all the land and most of the capital.
 3. Days when kings believed in their divine rights, and controlled most of the land and means of production.
 4. Days when the English kings, whose will was law, had a monopoly on property.
 5. The coming of our forefathers to America in search for the freedom land and possessions would give them.
 6. The Revolutionary War and how it helped to unite the people on the question of the right of every free man to acquire property and do with it whatever he chose.
 7. Article V of the Bill of Rights which safeguards an individual's right to own property.
 8. Dorr's Rebellion.
 9. Jamestown's and Plymouth's communal experiments.
 10. Business during colonial days.
 11. Our nation's westward expansion and the development of our attitude toward property rights.
 12. The Industrial Revolution and the shifting of the means of production from craftsmen to factory owners.
 13. The corporation, in which large groups of people own property and the means of production in the form of shares.
 14. Unfair business practices, and legislation that has been passed to keep one person or groups of persons from getting a monopoly on property.
 15. Totalitarian countries where property and the means of production are owned and controlled by the state.

The boys and girls were proud of the giant picture book when it was finished.

"Putting facts and pictures together can be as much fun as putting together a picture puzzle," said Jerry.

Now they were ready to give their program.

Antares was chosen for his resonant voice, to act as narrator and read the entire story from the book. Irene was chosen to turn the pages for the narrator and use a pointer to call attention to page titles and illustrations.

At the Kiwanis Club meeting the giant picture book was displayed on an easel under a spotlight.

Two breaks occurred in the narration. The first was on page seven when the narrator finished telling about how our Constitution protects the right to own property. At that point the whole class of boys and girls stood in their places to recite Article V of the Bill of Rights.

The second break was on page eleven. When the narrator finished telling about the Westward expansion the whole group stood again to recite Elias Liberman's "I Am an American."

At the end of the program the president of the Kiwanis Club had a lot of nice things to say about it. "You boys and girls are doing more for good citizenship than anybody I know," he told them.

Then turning to Miss Hamilton he added, "I'm going to ask the local newspapers to print stories about your good citizenship projects. And, I know the public library will want to put this fine giant picture book on display."

Benny Mac leaned close to Antares and nudged him sharply in the ribs with his elbow.

"We can thank our lucky star for all these important and wonderful things that are happening to us," he said.

"Meaning me?" asked Antares, twinkling.

"Yeah, meaning you!" said Benny Mac.

Things To Make and Do

Bulletin Board

Ask the boys and girls to watch the newspapers and magazines for stories and articles dealing with the subject of ownership of property and means of production in this country as well as other countries. These should be brought to class, read and discussed at the talking table, and then placed on the bulletin board for future reference.

Choric Reading

Encourage the pupils to memorize the following piece on the subject, "I AM PRIVATE ENTERPRISE."

After it has been learned and the meaning made thoroughly clear to all, it may be used as a choric reading.

*I am the spirit of Private Enterprise.
Wherever I have existed freedom of
mind and body have existed.*

*Wherever I have been murdered by
collectivist laws and governmental
strangulation freedom of mind and
freedom of body have died. . .*

*I died in the collectivist feudal ages.
I was resurrected in the Renaissance,
beginning the modern age.*

*With the rebirth of free private
trading came the vastest expansion in
the arts and sciences the world has ever
known. . .*

*I am the expression and sustainer of
all that is lordly in the human soul . . .
self reliance, the adventurous spirit,
emotional and mental initiative, ambi-
tion and inventive resourcefulness.*

*With my rebirth the human level of
living began to rise.*

*I, Private Enterprise, built America.
If she is a giant today in production,
it is I who have made her a giant.*

*I cleared her forests.
I built her railroads.
I tunneled her mountains.*

*I erected her factories, dug the coal
and ore in her mines and sent out her
ships on Seven Seas.*

*In my brain was born every comfort
you enjoy.*

*I, Private Enterprise, with my free
laborers and my unshackled captains
of industry, built the muskets, the air-
planes, the tanks, the submarines, the
great guns that were used in the Revo-
lutionary, Civil, and World War I
and II. . .*

*I, Private Enterprise, am the work-
ing classes, the middle classes, and the
well-to-do classes.*

*I am the butcher shop, the bank, the
newsstand, the great department store,
the giant furnaces of Detroit and Pitts-
burgh, and the electric light.*

*I, Private Enterprise, and Edison,
Ericson, Goodyear, Wanamaker,
Westinghouse, Fulton, Whitney,
Morse, and the Wright Brothers.*

*I am that FREE BUSINESS, big and
little, on which civilization alone de-
pends. . .*

*I am the very essence and body of
Jeffersonian democracy, for I am PRI-
VATE PROPERTY and PERSONAL
LIBERTY. I AM AMERICA!*

(Abridged from a longer piece by Benjamin de Casseres, and used by permission of the New York Journal American.)

Filmstrip

The filmstrip, *Freedom's Progress*, available from the Reader's Digest Educational Department, 353 Fourth Avenue, New York 10, New York, would be helpful in reemphasizing

(Continued on page 52)

IT'S MADE IN CONNECTICUT

EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

Accounting Forms		Automotive Friction Fabrics		Blower Systems	
Baker Goodyear Co The	New Haven	Russell Mfg Co The	Middletown	Colonial Blower Company	Plainville
Accounting Machines		Automotive Parts		Ripley Co	Middletown
Underwood Corporation	Bridgeport	Eis Manufacturing Co (Hydraulic and Mechanical)	Middletown	Blueprints and Photostats	
Adding Machines		Automotive & Service Station Equipment		Joseph Merritt & Co	Hartford
Underwood Corporation	Bridgeport	Raybestos Div of Raybestos-Manhattan Inc The (brake service machinery)	Bridgeport	Boilers	
Advertising Specialties		Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91	Bigelow Co The	New Haven
H C Cook Co The 32 Beaver St	Ansonia	Automotive Tools		Petroleum Heat & Power Co (domestic only)	Stamford
Waterbury Companies Inc	Waterbury	Eis Manufacturing Company	Middletown	Bolts and Nuts	
Aero Webbing Products		Badges and Metals		Blake & Johnson Co The (nuts, machine screws, bolts, stove)	Waterbury
Russell Mfg Co	Middletown	Waterbury Companies Inc	Waterbury	Clark Brothers Bolt Co	Middale
Air Compressors		Bakelite Moldings		O K Tool Co Inc The (T-Slot)	33 Hull St Shelton
Spencer Turbine Co The	Hartford	Watertown Mfg Co The	Watertown	Bonderizing	
Air Conditioning		Balls		Clairglow Mfg Company	Portland
Norwalk Airconditioning Corp The (forced air heating units oil fired)	South Norwalk	Abbott Ball Co The (steel bearing and burnishing)	Hartford	Leeds Electric and Mfg Co The	Hartford
Air Impellers		Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford	Bottle Openers	
The Torrington Manufacturing Co	Torrington	Kilian Steel Ball Corp The	Hartford	Scovill Mfg Co (steel, anodized aluminum)	Waterbury
Aircraft		Barrels		Box Board	
Sikorsky Aircraft Division United Aircraft Corporation (helicopters)	Bridgeport	Abbott Ball Co The (burnishing and tumbling)	Hartford	Lydall & Foulds Paper Co The	Manchester
Aircraft Accessories		Hartford Steel Ball Co The (tumbling)	Hartford	National Folding Box Co Inc	New Haven
Chandler Evans Division Niles-Bement-Pond Co (jet engine accessories, aircraft carburetors, fuel pumps, water pumps and Protek plugs)	West Hartford	Bathroom Accessories		New Haven Pulp & Board Co	New Haven
Warren McArthur Corp (Airplane Seatings)	Bantam	Autoyre Company The	Oakville	Robertson Paper Box Co	Montville
Aircraft Electrical Testing Equipment		Charles Parker Co The	Meriden	Robert Gair Co	Portland
United Manufacturing Co Div United Advertising Corp	New Haven	Bath Tubs		Boxes	
Aircraft Instruments		Dextone Company	New Haven	Clairglow Mfg Company (metal)	Portland
Gorn Electric Company Inc	Stamford	Bearings		Folding Cartons Incorporated (paper, folding)	Manchester
Aircraft—Repair & Overhaul		Fafnir Bearing Co (ball)	New Britain	Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham
Airport Department Pratt & Whitney Aircraft Division Rentschler Field East Hartford		New Departure Div of General Motors (ball roller)	Bristol	Robert Gair Co (corrugated and solid fibre shipping containers)	Portland
United Airports Div United Aircraft Corp Rentschler Field East Hartford		Norma-Hoffmann Bearings Corp (ball and roller)	Stamford	Boxes & Crates	
Air Ducts		Bellows		City Lumber Co of Bridgeport Inc The	Bridgeport
Wiremold Co The (Retractable)	Hartford	Bridgeport Thermostat Company Inc (metallic)	Bridgeport	Boxes—Paper—Folding	
Aluminum Castings		Bridgeport Thermostat Company Inc	Bridgeport	Atlantic Carton Corp	Norwich
Eastern Malleable Iron Company The	Naugatuck	Bellows Assemblies		Bridgeport Paper Box Co	Bridgeport
Newton-New Haven Co. 688 Third Avenue	West Haven	Bridgeport Thermostat Company Inc	Bridgeport	Carpenter-Hayes Paper Box Co Inc The	East Hampton
Aluminum Forgings		Bells		M S Dowd Carton Co	Groton
Scovill Manufacturing Company	Waterbury 91	Bevin Brothers Mfg Co	East Hampton	National Folding Box Co Inc (paper folding)	New Haven
Aluminum Ingots		Gong Bell Co The	East Hampton	New Haven Pulp & Board Co The New Haven	Montville
Lapides Metals Corp	New Haven	Gaynor Electric Company Inc (and buzzers)	Bridgeport	Robertson Paper Box Co	Portland
Aluminum Lests		N N Hill Brass Co The	East Hampton	Robert Gair Co	Sandy Hook
Shoe Hardware Div U S Rubber Company	Waterbury	Belt Fasteners		R Curtis & Sons Inc	Bridgeport
Aluminum—Sheets & Coils		Bristol Company The	Waterbury	Warner Brothers Company The	Bridgeport
United Smelting & Aluminum Co Inc	New Haven	Saling Manufacturing Company (patented self-aligning)	Unionville	Boxes—Paper—Setup	
Ammunition		Belt		Bridgeport Paper Box Co	Bridgeport
Remington Arms Co Inc and Peters Cartridge Div	Bridgeport	Hartford Belting Co	Hartford	Heminway Corporation The	Waterbury
Winchester Repeating Arms Company Division	New Haven	Russell Mfg Co The	Middletown	Strouse Adler Company The	New Haven
Olin Industries Inc.		Thames Belting Co The	Norwich	Braided Fiberglass Sleeving	
Anodizing		Charles Parker Co The (piano)	Meriden	Ansonia O & C Co	Ansonia
Conn Metal Finishing Co.	Hamden	Benches		Brake Cables	
Apparel Fabrics—Woolen & Worsted		National Pipe Bending Co The	160 River St New Haven	Eis Manufacturing Co	Middletown
Broad Brook Company	Broad Brook	Bicycle Coaster Brakes		Brake Linings	
Permatex Fabrics Corp The	Jewett City	New Departure Div General Motors Corp	Bristol	Raybestos Div of Raybestos-Manhattan Inc The (automotive and industrial)	Bridgeport
Asbestos		Bicycle Sundries		Russell Mfg Co The	Middletown
Auburn Manufacturing Company The (gaskets, packings, wicks)	Middletown	New Departure Div General Motors Corp	Bristol	Brake Service Parts	
Raybestos Div of Raybestos-Manhattan Inc The (brake linings, clutch facings, sheet packing and wick)	Bridgeport	Binders Board		Eis Manufacturing Co	Middletown
Asbestos & Rubber Packing		Colonial Board Company	Manchester	Brass & Bronze	
Colt's Manufacturing Company	Hartford	Biological Products		American Brass Co The (sheet, wire, rods, tubes)	Waterbury
Assemblies—Small		Ernst Bischoff Company Inc	Ivoryton	Bristol Brass Corp The (sheet, wire, rods)	Bristol
Greist Manufacturing Co The	New Haven	Blackening Salts for Metals		Chase Brass & Copper Co	Waterbury
Han-Dee Spring and Manufacturing Co The (Small)	Hartford	Mitchell-Bradford Chemical Co	Bridgeport	Miller Company The (phosphor bronze and brass in sheets, strips, rolls)	Meriden
Wallace Barnes Co The Div Associated Spring Corp	Bristol	Blades		Plume & Atwood Mfg Co The (sheet, wire, rod)	Thomaston
Auto Cable Housing		Capewell Manufacturing Company Metal Saw Division (hack saw and band saw)	Hartford	Scovill Manufacturing Company	Waterbury 91
Wiremold Company The	Hartford	Blankets—Automatic		Tinsheet Metals Co The (sheets and rolls)	Waterbury
Automatic Control Instruments		General Electric Company	Bridgeport	Brass & Bronze Ingot Metal	
Bristol Co The (temperature, pressure, flow, humidity, time)	Waterbury	Bleaching, Dyeing, Printing & Finishing		Plume & Atwood Mfg Co The	Thomaston
Automobile Accessories		Glasko Finishing Co The	Glasko	Whipple and Choate Company The	Bridgeport
Kilborn-Sauer Company (lights and other accessories)	Fairfield	United States Finishing Company The (textile fabrics)	Norwich	Brass Goods	
Raybestos Div of Raybestos-Manhattan Inc The (brake lining, rivet brass, clutch facings, packing)	Bridgeport	Blocks		Plume & Atwood Mfg Co The (to order)	Waterbury
		Howard Company (cupola fire clay)	New Haven	Rostand Mfg Co The (Ecclesiastical Brass Wares)	Milford
		Blower Fans		Scovill Manufacturing Company (to order)	Waterbury 91
		Colonial Blower Company	Plainville	Winchester Repeating Arms Company Division	New Haven
		Spencer Turbine Co The	Hartford	Olin Industries Inc	
				Brass Mill Products	
				Bridgeport Brass Co	Bridgeport
				Chase Brass & Copper Co	Waterbury
				Plume & Atwood Mfg Co The	Thomaston
				Scovill Manufacturing Company	Waterbury 91

(Advt.)

IT'S MADE IN CONNECTICUT

Brass Wall Plates
Gaynor Electric Company Inc Bridgeport

Brick-Building
Donnelly Brick Co The New Britain

Bricks—Fire
Howard Company New Haven

Bright Wire Goods
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks) New Haven

Broaching
Hartford Special Machinery Co The Hartford

Brooms—Brushes
Fuller Brush Co The Hartford

Buckles
B Schwanda & Sons Staffordville
G E Prentice Mfg Co The Kensington
Hatheway Mfg Co The (Dee Rings) Bridgeport
Hawie Mfg Co The Bridgeport
John M Russell Mfg Co Inc Naugatuck
North & Judd Manufacturing Co New Britain
Patent Button Co The Waterbury
Shoe Hardware Div U S Rubber Company (footwear, clothing and strap) Waterbury

Buffing Compounds
Roberts Rouge Co The Stratford

Buffing & Polishing Compositions
Apothecaries Hall Co Waterbury
Lea Mfg Co Waterbury

Buffing Wheels
Williamsville Buff Div The Bullard Clark Company Danielson

Burners
Plume & Atwood Mfg Co The (kerosene oil lighting) Waterbury

Buttons
B Schwanda & Sons Staffordville
Col's Manufacturing Company Hartford
L C White Company The Waterbury
Frank Parizek Manufacturing Co The West Willington

Cable
Patent Button Co The Waterbury
Scovill Manufacturing Company (Uniform and Tack Fasteners) Waterbury 91
Waterbury Companies Inc Waterbury

Cabinets
Charles Parker Co The (medicine) Meriden

Cabinet Work
Hartford Builders Finish Co Hartford

Cable—Asbestos Insulated
Rockbestos Products Corp New Haven

Cable—BX Armored
General Electric Company Bridgeport

Cable—Nonmetallic Sheather
General Electric Company Bridgeport

Cable—Service Entrance
General Electric Company Bridgeport

Cages
Andrew B Hendryx Co The (bird and animal) New Haven

Cams
Hartford Special Machinery Co The Hartford
Rowbottom Machine Company Inc Waterbury

Canvas Products
F B Skiff Inc Hartford

Capacitors
Electro Motive Mfg Co Inc The (mica & trimmer) Willimantic

Card Clothing
Standard Card Clothing Co The (for textile mills) Stafford Springs

Carpenter's Tools
Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vises) New Haven

Carpet Cushion
Sponge Rubber Products Co Shelton

Carpets and Rugs
Bigelow-Sanford Carpet Co Thompsonville

Casket Trimmings
Bridgeport Casket Hardware Co The Bridgeport

Casters
Bassick Company The (Industrial and General) Bridgeport

Casters—Industrial
George P Clark Co Windsor Locks

Castings
Bradley & Hubbard Mfg Co The (grey iron, brass, bronze, aluminum) Meriden
Connecticut Malleable Castings Co (malleable iron castings) New Haven
Charles Parker Co The (gray iron) Meriden
Eastern Malleable Iron Company The (malleable iron, metal and alloy) Naugatuck
Gillette-Vibber The (grey iron, brass, bronze, aluminum, also Bronze Bushing Stock) New London

Castings (continued)
John M Russell Mfg Co Inc (brass, bronze and aluminum) Naugatuck
Malleable Iron Fittings Co (malleable iron and steel) Branford
McLagon Foundry Co (gray iron) New Haven
Newton-New Haven Co (zinc and aluminum) 688 Third Ave West West
Philbrick-Booth & Spencer Inc (grey iron) Hartford
Scovill Manufacturing Company (Brass & Bronze) Waterbury 91
Sessions Foundry Co The (gray-iron) Bristol
Union Mfg Co (gray iron & semi steel) New Britain
Waterbury Foundry Company The (highway & sash weights) Waterbury
Wilcox Crittenden & Co Inc (gray iron and brass) Middletown

Castings—Permanent Mould
Bradley & Hubbard Mfg Co The (zinc and aluminum) Meriden

Chain
John M Russell Mfg Co Inc Naugatuck

Chain—Welded and Weldless
Bridgeport Chain & Mfg Co Bridgeport

Chain—Bead
Read Chain Mfg Co The Bridgeport

II G II Products Company The
Shelton

Chartered Coach Service
Connecticut Company The (excursions a specialty) New Haven

Chemicals
American Cynamid & Chemical Corp Waterbury
Apothecaries Hall Co Waterbury
Edcan Laboratories South Norwalk
Macalaster Bicknell Company New Haven
MacDermid Incorporated Waterbury
Naugatuck Chemical Division United States Rubber Co Naugatuck
Pfizer & Co Inc Chas Groton

Chemicals—Agricultural
Naugatuck Chemical Division United States Rubber Co (insecticides, fungicides, weed killers) Naugatuck

Chemicals—Aromatic
Naugatuck Chemical Division United States Rubber Co Naugatuck

Chromium Plating
Chromium Corp of America Waterbury
Chromium Process Company The Shelton
Nutmeg Chrome Corporation Hartford

Chucks
Cushman Chuck Co The Hartford

Chucks & Face Plate Jaws
Union Mfg Co New Britain

Chucks—Power Operated
Cushman Chuck Co The Hartford

Clay
Howard Company (Fire Howard "B" and High Temperature Dry) New Haven

Cleansing Compounds
MacDermid Incorporated Waterbury

Clock Mechanisms
Lux Clock Mfg Co The Waterbury

Clocks
E Ingraham Co The Bristol
Seth Thomas Clocks Thomaston
United States Time Corporation The Waterbury

Clocks—Alarm
Lux Clock Mfg Co The Waterbury
New Haven Clock and Watch Co The (spring & electric) New Haven
William L Gilbert Clock Corporation The Winsted

Clocks—Automatic Cooking
Lux Clock Mfg Co The Waterbury

Clutches
Snow-Nabstedt Gear Corp The New Haven

Clutch Facings
Russell Mfg Co The Middletown

Clutch—Friction
Raybestos Div of Raybestos-Manhattan Inc The (clutch facings—molded, woven, fabric, metallic) Bridgeport

Coffee Makers
General Electric Company Bridgeport

Coils—Pipe or Tube
National Pipe Bending Co The 160 River St New Haven
Whitlock Manufacturing Co The Hartford

Coin Tokens
Waterbury Companies Inc Waterbury

Commercial Heat Treating
A F Holden Company The 52 Richard St West West
Norwalk Company Inc (high pressure air and gas) South Norwalk

Concrete Products
Plasticrete Corp Hamden

Cones
Sonoco Products Co (Climax-Lowell Div) Mystic
(Paper)

Consulting Engineers
Stanley P Rockwell Co Inc The (Consulting) 296 Homestead Ave Hartford

Contract Machining
Malleable Iron Fittings Company Branford

Contract Manufacturers
Greist Mfg Co The (metal parts and assemblies) 503 Blake St New Haven
Merriam Mfg Co (production runs—metal boxes and containers to specifications) Durham
Plume & Atwood Mfg Co The (metal parts & assemblies) Waterbury
Scovill Manufacturing Company (metal parts and assemblies) Waterbury 91

Controllers
Bristol Company The Waterbury
Manning Maxwell & Moore Inc Bridgeport

Conveyor Systems
Leeds Electric and Mfg Co The Hartford

Copper
American Brass Corp The (sheet, wire, rods, tubes) Waterbury
Bristol Brass Corp The (sheet) Bristol
Chase Brass & Copper Co (sheet, rod, wire tube) Waterbury
Thinsheet Metals Co The (sheets and rolls) Waterbury

Copper Sheets
New Haven Copper Co The Seymour

Copper Shingles
New Haven Copper Co The Seymour

Copper Water Tube
Bridgeport Brass Co Bridgeport

Cords—Asbestos
General Electric Company Bridgeport

Cords—Braided
General Electric Company Bridgeport

Cords—Heater
General Electric Company Bridgeport

Cords—Portable
General Electric Company Bridgeport

Cord Sets
General Electric Company Bridgeport

Cork Cots
Sonoco Products Co (Climax-Lowell Div) Mystic

Corrugated Box Manufacturers
Danbury Square Box Co The Danbury

Corrugated Shipping Cases
Connecticut Corrugated Box Div Robert Gair Co Inc Portland
D L & D Container Corp 87 Shelton Ave New Haven

Cosmetic Containers
Eyelet Specialty Co The Waterbury
Plume & Atwood Mfg Co The (metal) Waterbury

Cosmetics
J B Williams Co The Glastonbury
Northam Warren Corporation Stamford

Cotton Yarn
Floyd Cranska Co The Moosup

Counting Devices
Veeder-Root Inc Hartford

Couplings—Self-Sealing
Sperry Products Inc Danbury

Cut Stone
Dextone Co The New Haven

Cutters
Barnes Tool Company The (pipe cutters, hand) New Haven
O K Tool Co Inc The (inserted tooth milling) 33 Hull St Shelton
Standard Machinery Co The (rotary board, single and duplex) Mystic

Decorative Plating & Polishing
City Plating Works Inc Bridgeport

Delayed Action Mechanism
M H Rhodes Inc Hartford
R W Cramer Company Inc The Centerbrook

Diamonds—Industrial
Diamond Tool and Die Works Hartford

Dictating Machines
Dictaphone Corporation Bridgeport
Gray Manufacturing Company The Hartford
Soundscriber Corporation The New Haven

Die Castings
Newton-New Haven Co Inc New Haven

Die Casting Dies
ABA Tool & Engineering Co Manchester
Parker Stamp Works Inc The Hartford
Wiemann Bros Mfg Co The Derby

Die Castings (Aluminum & Zinc)
Corbin Cabinet Lock Div American Hardware Corp New Britain
(Adv.)

IT'S MADE IN CONNECTICUT

Die-Heads—Self Opening Eastern Machine Screw Corp The Truman & Barclay Sts New Haven Geometric Tool Co The New Haven	Electric Wire Rockbestos Products Corp (asbestos insulated) New Haven	Fire Hose Fabrics Fire Hose (municipal and industrial) Sandy Hook
Die Polishing Machinery Hartford Special Machinery Co The Hartford	Electrical Circuit Breakers Federal Electric Products Co Inc Hartford	Fireplace Goods American Windshield & Specialty Co The 881 Boston Post Road Milford John P Smith Co The (screens) 423-33 Chapel St New Haven
Dies Hoggson & Pettis Mfg Co The 141 Brewery St. New Haven	Electrical Conduit Fittings & Grounding Gillette-Vibber Company The New London	Fireproof Floor Joists Dextone Co The New Haven
Dies and Die Sinking Parker Stamp Works Inc The (plastics and die castings) Hartford	Electrical Control Apparatus Federal Electric Products Co Inc Hartford Trumbull Electric Mfg Co The Plainville	Fireworks M Backes' Sons Inc Wallingford
Dish Washing Machines Consolidated Industries West Cheshire	Electrical Goods A C Gilbert Co New Haven	Fishing Tackle Bevin-Wilcox Line Co The (lines) East Hampton
Disk Harrows Colt's Manufacturing Company Hartford	Electrical Motors U S Electrical Motors Inc Milford	Floor & Ceiling Plates H C Cook Co The 32 Beaver St Ansonia Horton Mfg Co The (reels, rods, lines) Bristol Jim Harvey Div Local Industries Inc (nets, lures) Lakeville
Displays Orkil Inc—Cutaway Harrow Division Higganum	Electrical Recorders Bristol Co The Waterbury	Flashlights Winchester Repeating Arms Company Division Olin Industries Inc New Haven
Door Closers Sawyer Display Corp Stamford	Electrical Relays and Controls Allied Control Co Plantsville	Flashlights and Radio Batteries Winchester Repeating Arms Company Division Olin Industries Inc New Haven
Dowel Pins Eagle Lock Company The Terryville	Electrical Wiring Systems Wiremold Co The Hartford	Florescent Lighting Equipment Vanderman Manufacturing Co The Willimantic Wiremold Company The Hartford
Drafting Accessories P & F Corbin Division The American Hardware Corp New Britain Sargent & Company New Haven Yale & Towne Manufacturing Company The Stamford	Electronics Crystal Research Laboratories Inc Hartford Gray Manufacturing Company The Hartford Ripley Co Middletown	Food Mixers—Electric General Electric Company Bridgeport
Drilling Machines Henry & Wright Manufacturing Company The (sensitive) Hartford	Electroplating National Sherardizing & Machine Co Hartford Waterbury Plating Company Waterbury	Forgings Clark Brothers Bolt Co Milldale Heppenstall Co (all kinds and shapes) Bridgeport
Drilling and Tapping Machinery Hartford Special Machinery Co The Hartford	Electroplating—Equipment & Supplies Enthone Inc New Haven Lea Manufacturing Co The Waterbury MacDermid Incorporated Waterbury	Foundries Connecticut Malleable Castings Co (malleable iron castings) New Haven Sessions Foundry Co The (iron) Bristol Union Mfg Co (gray iron & semi steel) New Britain Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown
Drop Forgings Atwater Mfg Co Plantsville Blakeale Forging Co The Bridgeport Bridgeport Hdwe Mfg Corp The Bridgeport Capewell Mfg Company Hartford Consolidated Industries West Cheshire Wilcox Crittenden & Co Inc Middletown	Electroplating Processes & Supplies United Chromium Incorporated Waterbury	Foundry Riddles John P Smith Co The 423-33 Chapel St New Haven
Druggists' Rubber Sundries Seamless Rubber Company The New Haven	Electrotypes W T Barnum & Co Inc (all classes) New Haven	Furnaces Norwalk Airconditioning Corp The (warm air oil fired) South Norwalk W S Rockwell Company (Industrial) Fairfield
Edged Tools Collins Co The (axes and other edged tools) Collinsville	Elevators Eastern Machinery Co The (passenger and freight) New Haven General Elevator Service Co Hartford	Furnace Linings Mullite Refractories Co The Shelton
Elastic Braid Ansonia O & C Co Ansonia	Enameling Conn Metal Finishing Co Hamden Leeds Electric and Mfg Co The (including wrinkle finishes) Hartford Waterbury Plating Company Waterbury	Furniture Pads Gilman Brothers Company The Gilman
Elastic Webbing Ansonia O & C Co Ansonia	Enamel and Finishing Clairglow Mfg Co Portland	Fuse Blocks Gregory Manufacturing Co Inc The New Haven
Electric Appliances Russell Mfg Co The Middletown	Engines Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) East Hartford Wolverine Motor Works Inc (diesel stationary marine) Bridgeport	Fuses—Plug and Cartridge General Electric Company Bridgeport
Electric Appliances General Electric Company Bridgeport	Envelopes Curtis 1000 Inc Hartford United States Envelope Company, Hartford Division Hartford	Gage Blocks Fonda Gage Company (Fonda lifetime-carbide and steel) Stamford
Electric Cables Rockbestos Products Corp (asbestos insulated) New Haven	Exhibits Sawyer Display Corp Stamford	Galvanizing Malleable Iron Fitting Co Branford Wilcox Crittenden & Co Inc Middletown
Electric Circuit Breakers Trumbull Electric Mfg Co The Plainville	Extractors—Tap Walton Company The West Hartford	Galvanizing & Electrical Plating Gillette-Vibber Co The New London
Electric—Commutators & Segments Cameron Elec Mfg Co The (rewinding motors) Ansonia	Eyelets L C White Company The Waterbury Platt Bros & Co The P O Box 1030 Waterbury Plume & Atwood Mfg Co The Waterbury Scovill Manufacturing Company Waterbury 91	Gaskets Auburn Manufacturing Company The (from all materials) Middletown Raybestos Div of Raybestos-Manhattan Inc The Bridgeport
Electric Cords Rockbestos Products Corp (asbestos insulated) New Haven	Eyelets, Ferrules and Wiring Terminals Waterbury Companies Inc Waterbury	Gauges Bristol Co The (pressure and vacuum—recording automatic control) Waterbury Fonda Gage Company (special) Stamford Helicoid Gage Division American Chain & Cable Co Inc (pressure and vacuum) Bridgeport
Electric Eye Control United Cinephone Corporation Torrington	Eyelet Machine Products Waterville Mfg Co The (size 15 machines only) Waterville	Gears and Gear Cutting Hartford Special Machinery Co The Hartford
Electric Fixture Wire Rockbestos Products Corp (asbestos insulated) New Haven	Fans—Electric General Electric Company Bridgeport	Giftwares Waterbury Companies Inc Waterbury
Electric Hand Irons Winsted Hardware Mfg Co (trade mark "Durabilt") Winsted	Fasteners—Slide & Snap G E Prentice Mfg Co The Kensington Scoville Manufacturing Company (snap and slide fasteners) Waterbury 91	Glass Blowing Macalaster Bicknell Company New Haven
Electric Insulation Case Brothers Inc Manchester Rogers Corporation The Manchester	Felt Auburn Manufacturing Company The (mechanical, cut parts) Middletown	Glass Cutters Fletcher-Terry Co The Forestville
Electric Knife Sharpeners Gorn Electric Company Inc Stamford	Felt—All Purpose American Felt Co (Mills & Cutting Plant) Glenville Chas W House & Sons Inc (Mills & Cutting Plant) Unionville	Golf Equipment Horton Mfg Co The (clubs, shafts, balls, bags) Bristol
Electric Knife Switches Gregory Manufacturing Co Inc The New Haven	Fenders—Boat Sponge Rubber Products Company The Shelton	Governors Pickering Governor Co The (speed regulating, centrifugal, hydraulic) Portland (Adv.)
Electric Lighting Fixtures Plume & Atwood Mfg Co The Waterbury	Fibre Board Case Brothers Inc Manchester C H Norton Co The North Westchester Rogers Corporation (Specialty) Manchester	
Electrical Outlet and Switch Boxes, and Covers General Electric Company Bridgeport	File Cards Standard Card Clothing Co The Stafford Springs	
Electric Panel Boards Federal Electric Products Co Inc Hartford Trumbull Electric Mfg Co The Plainville	Film Spools Watkins Manufacturing Co Inc Milford	
Electric Safety Switches Federal Electric Products Co Inc Hartford Trumbull Electric Mfg Co The Plainville	Finger Nail Clippers H C Cook Co The 32 Beaver St Ansonia	
Electric Signs United Advertising Corp New Haven	Firearms Colt's Manufacturing Company Hartford Marlin Firearms Co The New Haven Remington Arms Company Inc Bridgeport Winchester Repeating Arms Company Division Olin Industries Inc New Haven	
Electric Specialties Gregory Manufacturing Co Inc The New Haven		
Electric Time Controls R W Cramer Company Inc The Centerbrook		
Electric Timepieces New Haven Clock and Watch Co The (automobile and alarm) New Haven		

IT'S MADE IN CONNECTICUT

Greeting Cards
A D Steinbach & Sons Inc New Haven

Grinding
Centerless Grinding Co Inc The (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) 19 Staples St Bridgeport
Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford

Grinding Machines
Rowbottom Machine Company Inc (cam) Waterbury

Grommets
Plume & Atwood Mfg Co The Waterbury

Hand Tools
Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport
James J Ryan Tool Works The (screwdrivers, machinists' punches, cold chisels, scratch awls and nail sets) Southington

Hard Chrome
City Plating Works Inc Bridgeport

Hardware
Bassick Company The (Automotive) Bridgeport
P & F Corbin Division The American Hardware Corp (builders) New Britain
Sargent & Company New Haven
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown
Yale & Towne Manufacturing Company The (builders) Stamford

Hardware—Marine & Bus
Rostand Mfg Co The Milford

Hardware—Trailer Cabinet
Excelsior Hardware Co The Stamford

Hardware, Trunk & Luggage
Corbin Cabinet Lock Div American Hardware Corp New Britain
J H Sessions & Son Bristol
Yale & Towne Manufacturing Company The Stamford

Hat Machinery
Doran Bros Inc Danbury

Health, Surgical & Orthopedic Supports
Berger Brothers Company The (custom made for back, breast, and abdomen) New Haven

Heat Exchangers
Whitlock Manufacturing Co The Hartford

Heat Treating
A F Holden Co The 52 Richard St West Haven
Bennett Metal Treating Co The
1945 New Britain Ave Elmwood
Driscoll Wire Company The Shelton
New Britain-Gridley Machine Division
The New Britain Machine Co New Britain
Stanley F Rockwell Co Inc The
296 Homestead Ave Hartford

Heat-Treating Equipment
A F Holden Company The 52 Richard Street West Haven (Main Plant)
Autoyre Company The Oakville
Stanley P Rockwell Co Inc The (commercial) 296 Homestead Ave Hartford
Wallace Barnes Co The Div Associated Spring Corp Bristol

Heat Treating Salts and Compounds
A F Holden Company The 52 Richard Street West Haven

Heating Apparatus
Mitchell-Bradford Chemical Co Bridgeport

Heating Devices
Miller Company The (domestic oil burners and heating devices) Meriden

Heavy Chemicals
Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil) Naugatuck

Hex-Socket Screws
Bristol Company The Waterbury

Highway Guard Rail Hardware
Malleable Iron Fittings Co Branford

Hinges
Homer D Bronson Company Beacon Falls

Hobs and Hobbings
ABA Tool & Engineering Co Manchester
Parker Stamp Works Inc Hartford

Holes and Trolleys
Union Mfg Company New Britain

Home Laundry Equipment
General Electric Company Bridgeport

Hose Supporters
Ansonia O & C Co Ansonia

Hose Supporter Trimmings
Hawie Mfg Co The (So-Lo Grip Tabs) Bridgeport

Hospital Signal Systems
Connecticut Telephone & Electric Division of Great American Industries Inc Meriden

Hot Water Heaters
Petroleum Heat & Power Co (Instantaneous domestic oil burner) Stamford

Hydraulic Brake Fluids
Eis Manufacturing Co Middletown

Hydraulic Controls
Sperry Products Inc Danbury

Industrial Finishes
Chemical Coatings Corporation Rocky Hill
United Chromium Incorporated Waterbury
Zapon Finishes Atlas Powder Co Stamford

Industrial and Marking Tapes
Seamless Rubber Company The New Haven

Industrial Refrigeration
Bowser Inc Refrigeration Division (Specialists) Terryville

Infra-Red Equipment
Leeds Electric and Mfg Co The Hartford

Insecticides
American Cyanamid & Chemical Corp Waterbury

Insecticide Bomb
Darworth Incorporated ("Coracide" DDT Dispenser) Simsbury

Insulated Wire Cords & Cable
Bridgeport Brass Company (Aer"a"sol) Bridgeport

Insulating Wire & Cable Co Inc
Kerite Insulated Wire & Cable Co Inc The Seymour

Instruments
Bristol Company The Waterbury
J-B-T Instruments Inc (Electrical and Temperature) New Haven
Manning Maxwell & Moore Inc Bridgeport

Insulation
Gilman Brothers Co The Gilman

Insulating Refractories
Mullite Refractories Co The Shelton

Insulating Tape
Ansonia O & C Co Ansonia

Inter-Communications Equipment
Connecticut Telephone & Electric Division of Great American Industries Inc Meriden

Interval Timers
Lux Clock Manufacturing Company Waterbury

Ironing Machines—Electric
Rhodes Inc M H Hartford

Jacquard
General Electric Company Bridgeport

Japanning
Case Brothers Inc Manchester

Jewelry Findings
J H Sessions & Son Bristol

Jig Borer
Waterbury Companies Inc Waterbury

Jig Grinder
Moore Special Tool Co (Moore) Bridgeport

Jointing
Moore Special Tool Co (Moore) Bridgeport

Key Blanks
Raybestos Div of Raybestos-Manhattan Inc The (compressed sheet) Bridgeport

Key Blanks
Corbin Cabinet Lock Div American Hardware Corp New Britain

Lacquer & Synthetic Enamels
Sargent & Company New Haven
Yale & Towne Manufacturing Company The Stamford

Labels
J & J Cash Inc (Woven) South Norwalk

Laboratory Equipment
Naugetuck Chemical Division United States Rubber Co (for rubber articles) Naugatuck

Lamp Holders—Incandescent and Fluorescent
Better Packages Inc Shelton

Lamp Shades
Bowser Inc Refrigeration Division Terryville

Lathes—Conti-U-Matic
Eastern Industries Inc New Haven

Lathes—301 Man-Au-Trol
Macalaster Bicknell Company New Haven

Lathes—Multi-Au-Matic
Chemical Coatings Corporation Rocky Hill
Dagmar Chemical Company Inc Glenbrook
United Chromium Incorporated Waterbury
Zapon Finishes Atlas Powder Co Stamford

Ladders
A W Flint Co 196 Chapel St New Haven

Lamps
Plume & Atwood Mfg Co The (metal oil) Waterbury

Lamp Holders—Incandescent and Fluorescent
General Electric Company Bridgeport

Lathes—Conti-U-Matic
Verplex Company The Essex

Lathes—301 Man-Au-Trol
Bullard Company The (vertical multi-spindle-continuous turning type) Bridgeport

Lathes—Multi-Au-Matic
Bullard Company The (horizontal 3 spindle) Bridgeport

Lathes—Vertical Turret
Bullard Company The (vertical multi-spindle-indexing type) Bridgeport

Lathes—Vertical Turret
Bullard Company The (single spindle) Bridgeport

Laundry Roll Covers
Atlas Powder Company (Revolute) Stamford

Leather
Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury
Geo A Shepard & Sons Co The (sheepskin, shoe upper, garment, grain and suede) Bethel

Leather Dog Furnishings
Andrew B Hendryx Co The New Haven

Leather Goods Trimmings
G E Prentice Mfg Co The Kensington

Letterheads
Auburn Manufacturing Company The (packings, cubs, washers, etc) Middletown

Letterheads
Lehman Brothers Inc (designers, engravers, lithographers) New Haven

Lighting Accessories—Fluorescent
General Electric Company Norfolk

Lights—Trouble
General Electric Company Bridgeport

Lighting Equipment
Miller Co The (Miller, Duplexalite, Ivanhoe) Meriden

Lithography
Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford

Locks—Banks
New Haven Printing Company The New Haven

Locks—Builders
Yale & Towne Manufacturing Company The Stamford

Locks—Cabinet
P & F Corbin Division The American Hardware Corp New Britain
Sargent & Company New Haven
Yale & Towne Manufacturing Company The Stamford

Locks—Special Purpose
Corbin Cabinet Lock Div American Hardware Corp New Britain

Locks—Suitcase
Eagle Lock Company The Terryville

Locks—Suit-Case and Trimmings
Excelsior Hardware Co The New Britain

Locks—Trunk
Corbin Cabinet Lock Div American Hardware Corp New Britain

Locks—Zipper
Yale & Towne Manufacturing Company The Stamford

Loom—Non-Metallic
Eagle Lock Company The Terryville

Luggage Fabric
Excelsior Hardware Co The Stamford

Lumber & Millwork Products
Falls Company The Norwich

Machinery
City Lumber Co of Bridgeport Inc Bridgeport

Machinery
Fenn Manufacturing Company The (Special) Hartford

Machine Bases
Globe Tapping Machine Company (dial type drilling and tapping) Bridgeport

Machine Tools
Halden Machine Company The (mill) Thomaston

Machine Work
Standard Machinery Co The (bookbinders) Mystic

Machine Work
Torrington Manufacturing Co The (mill) Torrington

Machine Work
State Welding Co The (Fabricated Steel & Salvage of Broken Castings) Hartford

Machine Work
Bullard Company The Bridgeport

Machine Work
Coulter & McKenzie Machine Co The (Light and heavy job and contract work) Bridgeport

Machine Work
Fenn Manufacturing Company The (precision parts) Hartford

Machine Work
Grandahl Tool and Machine Company Hartford (contract work only) Hartford

Machine Work
Hartford Special Machinery Co The (job) Hartford

Machine Work
National Sherardizing & Machine Co (job) Hartford

Machine Work
Parker Stamp Works Inc The (Special) Hartford

Machine Work
Swan Tool & Machine Co The Hartford

Machine Work
Torrington Manufacturing Co The (special rolling mill machinery) Torrington

Machines
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport (Adv.)

I T ' S M A D E I N C O N N E C T I C U T

Machines (Continued)		Metal Cleaners		Nickel Silver Ingot	
Coulter & McKenzie Machine Co The (Special, new development engineering design and construction)	Bridgeport	Apothecaries Hall Co	Waterbury	Whipple and Choate Company The	Bridgeport
Patent Button Company The	Waterbury	MacDermid Incorporated	Waterbury	Night Latches	
Special Devices Inc (Special, new developments, engineering design and construction)	Berlin	Metal Cleaning Machines	Hartford	P & F Corbin Division The American Hardware Corp	New Britain
Machines—Automatic		Metal Finishes		Sargent & Company	New Haven
A H Nilson Mach Co The (Special)	Bridgeport	Mitchell-Bradford Chemical Co	Bridgeport	Yale & Towne Manufacturing Company The	Stamford
Machines—Automatic Chucking		United Chromium Incorporated	Waterbury	Non-ferrous Metal Castings	
Bullard Company The	Bridgeport	Metal Finishing		Miller Company The	Meriden
New Britain-Gridley Machine Division		National Sherardizing & Machine Co	Hartford	Nuts, Bolts and Washers	Milldale
The New Britain Machine Co (multiple spindle and double end)	New Britain	Waterbury Plating Company	Waterbury	Office Equipment	
Machines—Automatic Screw		Conn Metal Finishing Co	Hamden	Pitney-Bowes Inc	Stamford
New Britain-Gridley Machine Division		Metal Novelties		Underwood Corporation Bridgeport & Hartford	
The New Britain Machine Co (single and multiple spindle)	New Britain	H C Cook Co The 32 Beaver St	Ansonia	Offset Printing	
Machines—Automatic Shaft Turning		Metal Products—Stampings		Kellogg & Bulkeley A Division of Connecticut Printers Inc	Hartford
Bullard Company The (30H lathe—horizontal 3 spindle)	Bridgeport	J H Sessions & Son	Bristol	New Haven Printing Company The	New Haven
Machines—Conveyor		Scovill Manufacturing Company (Made-to-Order)	Waterbury 91	Oil Burners	
Bullard Company The (Bullard-Dunn rotary conveyor indexing type)	Bridgeport	Metal Specialties		Malleable Iron Fittings Co (domestic)	Brantford
Machines—Contin-U-Matic		Excelsior Hardware Co The	Stamford	Miller Company The (domestic)	Meriden
Bullard Company The (vertical multi-spindle—continuous turning)	Bridgeport	Metal Stampings		Petroleum Heat & Power Co (domestic, commercial and industrial)	Stamford
Machines—Drill Spacing		Autoyre Co The (Small)	Oakville	Silent Glow Oil Burner Corp The	Hartford
Bullard Company The (Man-Au-Trol spacer—used in conjunction with radial drills)	Bridgeport	Bridgeport Chain & Mfg Co	Bridgeport	W S Rockwell Company (Industrial)	Fairfield
Machines—Forming		DooVal Tool & Mfg Inc The	Naugatuck	Oil Burner Wick	
A H Nilson Mach Co The (four-slide wire and ribbon stock)	Bridgeport	Excelsior Hardware Co The	Stamford	Raybestos Div of Raybestos-Manhattan Inc The	Bridgeport
Machines—Mult-Au-Matic		Greist Mfg Co The 503 Blake St	New Haven	Oil Tanks	
Bullard Company The	Bridgeport	Hayes Metal Stampings Inc	Hartford	Norwalk Tank Co The (\$50 to 30M gals, underwriters above and under ground)	South Norwalk
Machines—Paper Ruling		H C Cook Co The 32 Beaver St	Ansonia	Whitlock Manufacturing Co The	Hartford
John McAdams & Sons Inc	Norwalk	J A Otterbein Company The (metal fabrications)	Middletown	Optical Cores & Ingots	
Machines—Precision Boring		J H Sessions & Son	Bristol	Plume & Atwood Mfg Co The	Thomaston
New Britain-Gridley Machine Division		Patent Button Co The	Waterbury	Outlets—Electric	
The New Britain Machine Co	New Britain	G E Prentice Mfg Co The	Kensington	General Electric Company	Bridgeport
Machines—Slotting		Plume & Atwood Mfg Co The	Waterbury	Ovens	
Waterbury Farrel Foundry & Machine Co		Saling Manufacturing Company	Unionville	W S Rockwell Company (Industrial)	Fairfield
The (screw head)	Waterbury	Swan Tool & Machine Co The	Hartford	Package Sealers	Shelton
Machines—Thread Rolling		Verplex Company The (Contract)	Essex	Packing	
Waterbury Farrel Foundry & Machine Co		Meters—Gas		Auburn Manufacturing Company The (leather, rubber, asbestos, fibre)	Middletown
The	Waterbury	Sprague Meter Company	Bridgeport	Raybestos Div of Raybestos-Manhattan Inc The (rubber sheet and automotive)	Bridgeport
Machines—Well Drilling		Meters—Parking		Padlocks	
Consolidated Industries	West Cheshire	Rhodes Inc M H	Hartford	Corbin Cabinet Lock Div American Hardware Corp	New Britain
Machinery—Bolt and Nut		Microscope—Measuring		Sargent & Company	New Haven
Waterbury Farrel Foundry & Machine Co		Lundeborg Engineering Company	Hartford	Yale & Towne Manufacturing Company The	Stamford
The	Waterbury	Milk Bottle Carriers		Painting—Infra Red Baking	
Machinery—Cold Heading		John P Smith Co The 423-33 Chapel St	New Haven	Grandahl Tool and Machine Company	Hartford
Waterbury Farrel Foundry & Machine Co		Millwork		Paints and Enamels	
The	Waterbury	Hartford Builders Finish Co	Hartford	Staminate Corp The	New Haven
Machinery Dealers & Rebuilders		Millboard		Tredennick Paint Mfg Co The	Meriden
Botwinik Brothers	New Haven	Raybestos Div of Raybestos-Manhattan Inc The (asbestos)	Bridgeport	Panta	
J L Lucas and Son	Fairfield	Milling Machines		Moore Special Tool Co (crush wheel dresser)	Bridgeport
Machinery—Metal-Working		Rowbottom Machine Company Inc (cam)	Waterbury	Paperboard	
Bristol Metal-Working Equipment	Hartford	Mill Supplies		Connecticut Corrugated Box Div Robert Gair Co Inc	Portland
Waterbury Farrel Foundry & Machine Co		Wilcox Crittenden & Co Inc	Middletown	New Haven Pulp & Board Co The New Haven	Montville
The	Waterbury	Minute Minders		Robertson Paper Box Co	
Machinery—Nut		Lux Clock Mfg Co The	Waterbury	Paper Boxes	
Waterbury Farrel Foundry & Machine Co		Mirror Rosettes and Hangers		Atlantic Carton Corp (folding)	Norwich
The (forming and tapping)	Waterbury	Waterbury Companies Inc	Waterbury	National Folding Box Co Inc (folding)	New Haven
Machinery—Screw and Rivet		Mixing Equipment		New Haven Pulp & Board Co The New Haven	Montville
Waterbury Farrel Foundry & Machine Co		Eastern Industries Inc	New Haven	Robertson Paper Box Co (folding)	Montville
The	Waterbury	Monuments		Paper Boxes—Folding and Setup	
Machinery—Wire Drawing		Beij & Williams Co The	Hartford	Bridgeport Paper Box Company	Bridgeport
Waterbury Farrel Foundry & Machine Co		Motor Switches		M Backes' Sons Inc	Wallingford
The	Waterbury	Gaynor Electric Company Inc	Bridgeport	Warner Brothers Company The	Bridgeport
Mail Boxes, Apartment & Residential		Moulded Plastic Products		Paper Clips	
Corbin Cabinet Lock Div American Hardware Corp	New Britain	Colt's Manufacturing Company	Hartford	H C Cook Co The (steel) 32 Beaver St	Ansonia
Mailing Machines		Patent Button Co The	Waterbury	Paper Tubes and Cores	
Pitney-Bowes Inc	Stamford	Waterbury Companies Inc	Waterbury	Sonoco Products Co (Climax-Lowell Div)	Mystic
Manganese Bronze Ingot		Watertown Mfg Co The 117 Echo Lake Road	Watertown	Parallel Tubes	
Whipple and Choate Company	Bridgeport	Mouldings		Sonoco Products Co (Climax-Lowell Div)	Mystic
Marine Engines		Himmel Brothers Co The (architectural, metal and store front)	Hamden	Parkerizing	
Kilborn-Sauer Company (running lights and searchlights)	Fairfield	Moulds		Clairglow Mfg Company	Portland
Lathrop Engine Co The	Mystic	ABA Tool & Engineering Co	Manchester	Parking Meters	
Marine Equipment		Hoggson & Pettis Mfg Co The (steel)	New Haven	Rhodes Inc M H	Hartford
Wilcox Crittenden & Co Inc	Middletown	114 Brewery St		Passenger Transportation	
Marine Reverse Gears		Lundeborg Engineering Company (plastics)	Hartford	Connecticut Company The (local, suburban and interurban)	New Haven
Snow-Nabstedt Gear Corp The	New Haven	Moulding Equipment		Pet Furnishings	
Hoggson & Pettis Mfg Co The	New Haven	Parker Stamp Works Inc The (compression injection & transfer for plastics)	Hartford	Andrew B Hendryx Co The	New Haven
Parker Stamp Works Inc The (steel)	Hartford	Sessions Foundry Co The (heat resisting for non-ferrous metals)	Bristol	Ernst Bischoff Company Inc	Ivoryton
Matrices		Napper Clothing		Phosphor Bronze	
W T Barnum & Co Inc	New Haven	Standard Card Clothing Co The (for textile mills)	Stafford Springs	Miller Company The (sheets, strips, rolls)	Meriden
Mattresses		Nickel Anodes		Seymour Mfg Co The	Seymour
Waterbury Mattress Co	Waterbury	Apothecaries Hall Co	Waterbury	Waterbury Rolling Mills Inc (sheets, strips, rolls)	Waterbury
Mechanical Specialties		Seymour Mfg Co The	Seymour		(Adv.)
Gregory Manufacturing Co Inc The	New Haven	Nickel Silver			
Mechanics Hand Tools		Plume & Atwood Mfg Co The	Thomaston		
Bridgeport Hdwe Mfg Corp The (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools)	Bridgeport	Seymour Mfg Co The	Seymour		
		Waterbury Rolling Mills Inc (sheets, strips, rolls)	Waterbury		

I T ' S M A D E I N C O N N E C T I C U T

Phosphor Bronze Ingots
Whipple and Choate Company The Bridgeport

Photographic Equipment
Kalart Company Inc Plainville

Photo Reproduction
New Haven Printing Company The New Haven

Piano Repairs
Pratt Read & Co Inc (keys and action) Ivoryton

Piano Supplies
Pratt Read & Co (keys and actions, backs, plates) Ivoryton

Pin Up Lamps
Verplex Company The Essex

Pipe
American Brass Co The (brass and copper) Waterbury

Pipe Fittings
Bridgeport Brass Co (brass & copper) Bridgeport

Pipe Plugs
Chase Brass & Copper Co (red brass and copper) Bridgeport

Pipe Fittings
Crane Company (fabricated) Waterbury

Pipe Plugs
Howard Co (cement well and chimney) New Haven

Pipe Fittings
Corley Co Inc The (300# AAR) Plainville

Pipe Plugs
Malleable Iron Fittings Co Branford

Pipe Plugs
Holo-Krome Screw Corporation The (counter-sunk) West Hartford

Plastics
Naugatuck Chemical Division United States Rubber Co Naugatuck

Plastic Buttons
Sponge Rubber Products Company The (expanded cellular) Shelton

Plastic Buttons
Colt's Manufacturing Company Hartford

Plastic Buttons
Frank Parizek Manufacturing Co The West

Plastic Buttons
Waterbury Companies Inc Willington

Plastic Buttons
Patent Button Co The Waterbury

Plastic Buttons
Colt's Manufacturing Company Hartford

Plastic Buttons
Colt's Manufacturing Company Hartford

Plastic Buttons
Conn Plastics Waterbury

Plastic Buttons
General Electric Company Meriden

Plastic Buttons
Geo S Scott Mfg Co The Wallingford

Plastic Buttons
Waterbury Companies Inc Waterbury

Plastic Buttons
Watertown Mfg Co The Watertown

Plastic Buttons
Parker Stamp Works Inc The (for plastics) Hartford

Plasticrete Bloc
Plasticrete Corp Hamden

Plates-Switch
General Electric Company Bridgeport

Plates
Christie Plating Co Grotton

Plates
Patent Button Co The Waterbury

Plates
Plainville Electro Plating Co The Plainville

Plates
Waterbury Plating Company Waterbury

Plates
Chromium Process Company The (Chromium Plating only) Derby

Plates-Chrome
Plainville Electro Plating Co The Plainville

Platers' Equipment
Apothecaries Hall Company Waterbury

Platers' Equipment
Lea Manufacturing Co The Waterbury

Platers' Equipment
MacDermid Incorporated Waterbury

Platers' Metal
Plume & Atwood Mfg Co The Thomaston

Plating
Conn Metal Finishing Co Hamden

Plating Processes and Supplies
United Chromium Incorporated Waterbury

Plumbers' Brass Goods
Bridgeport Brass Co Bridgeport

Plumbers' Brass Goods
Keeney Mfg Co The (special bends) Newington

Plumbing Specialties
Scovill Manufacturing Company Waterbury 48

Pole Line Hardware
John M Russell Mfg Co Inc Naugatuck

Pole Line Hardware
Malleable Iron Fittings Co Branford

Polishing Wheels
Williamsville Buff Div The Bullard Clark Company Danielson

Poly Chokes
Poly Choke Company The (a shotgun choking device) Tariffville

Postage Meters
Pitney-Bowes Inc Stamford

Powdered Metal Products
Powmetco Inc East Port Chester

Preabricated Buildings
Waterbury Companies Inc Waterbury

Preservatives-Wood, Rope, Fabric
City Lumber Co of Bridgeport Inc The Bridgeport

Press Buttons
Darworth Incorporated ("Cuprinol") Simsbury

Press Buttons
Gaynor Electric Company Inc Bridgeport

Press Papers
Case Brothers Inc Manchester

Presses
Henry & Wright Manufacturing Company The (automatic mechanical) Hartford

Presses-Power
Standard Machinery Co The (plastic molding, embossing, and die cutting) Mystic

Pressure Vessels
Waterbury Farrel Foundry & Machine Co The Waterbury

Pressure Vessels
Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) South Norwalk

Printing
Whitlock Manufacturing Co The Hartford

Printing
Case Lockwood & Brainard A Division of Connecticut Printers Inc Hartford

Printing
Finlay Brothers Hartford

Printing
Heminway Corporation The Waterbury

Printing
Hunter Press Hartford

Printing
New Haven Printing Company The New Haven

Printing
Taylor & Greenough Co The Hartford

Printing
T B Simonds Inc Hartford

Printing
The Walker-Rackliff Company New Haven

Printing Presses
Thomas W Hall Company Stamford

Printing Presses
Banthin Engineering Co (automatic) Bridgeport

Printing Presses
Chambers-Storck Company Inc The (engraved) Norwich

Production Control Equipment
United Cinephone Corporation Torrington

Production Control Equipment
Wassell Organization (Produc-Trol) Westport

Production Control Equipment
Consolidated Industries West Cheshire

Propellers-Aircraft
Hamilton Standard Propellers Div United Aircraft Corp East Hartford

Pumps
Yale & Towne Manufacturing Company The (Tri-rotor) Stamford

Pumps-Small Industrial
Eastern Industries Inc New Haven

Pump Valves
Colt's Manufacturing Company Hartford

Punches
Hoggson & Pettis Mfg Co The (ticket & cloth) 141 Brewery St New Haven

Putty Softeners-Electrical
Fletcher Terry Co The Box 415 Forestville

Pyrometers
Bristol Co The (recording and controlling) Waterbury

Quartz Crystals
Crystal Research Laboratories Inc Hartford

Radiation-Finned Copper
Bush Manufacturing Co West Hartford

Radiation-Finned Copper
G & O Manufacturing Company The New Haven

Radiation-Finned Copper
Vulcan Radiator Co The (steel and copper) Hartford

Radio and Television Components
General Electric Company Bridgeport

Radio Receivers
General Electric Company Bridgeport

Rayon Specialties
Hartford Rayon Corporation The Rocky Hill

Rayon Yarns
Hartford Rayon Corporation The Rocky Hill

Reamers
O K Tool Co Inc The (inserted tooth) 33 Hull St Shelton

Recorders
Bristol Co The (automatic controllers, temperature, pressure, flow, humidity) Waterbury

Reduction Gears
Snow-Nabstedt Gear Corp The New Haven

Refractories
Howard Company New Haven

Regulators
Norwalk Valve Company (for gas and air) South Norwalk

Resistance Wire
Sorensen & Company Inc Stamford

Resistors
C O Jelliff Mfg Co The (nickel, chromium, kanthal) Southport

Respirators
American Optical Company Safety Division Putnam

Retainers
Hartford Steel Ball Co The (bicycle & automotive) Hartford

Riveting Machines
Grant Mfg & Machine Co The Bridgeport

Riveting Machines
H P Townsend Manufacturing Co The Elmwood

Rivets
L-R Mfg Div of The Ripley Co Torrington

Rivets
Raybestos Div of Raybestos-Manhattan Inc The (brake service equipment) Bridgeport

Rivets
Blake & Johnson Co The (brass, copper and non-ferrous) Waterville

Roller Skates
Clark Brothers Bolt Co Milldale

Roller Skates
Connecticut Manufacturing Company The Waterbury

Rods
Plume & Atwood Mfg Co The Waterbury

Rods
J H Sessions & Sons Bristol

Rods
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper) Bridgeport

Rods
Raybestos Div of Raybestos-Manhattan Inc The (iron) Bridgeport

Roasters-Electric
General Electric Company Bridgeport

Roasters-Electric
Bristol Brass Corp The (brass and bronze) Bristol

Roaster Chemicals
Scovill Manufacturing Company (brass and bronze) Waterbury 91

Roller Skates
Winchester Repeating Arms Company Division Olin Industries Inc New Haven

Rolling Mills and Equipment
Waterbury Farrel Foundry & Machine Co The Waterbury

Rope Wire
American Steel & Wire Company New Haven

Rubber Chemicals
Naugatuck Chemical Division United States Rubber Co Naugatuck

Rubber Chemicals
Stamford Rubber Supply Co The ("Factice" Stamford)

Rubber Chemicals
Sponge Rubber Products Co The (Vulcanized Vegetable Oils) Shelton

Rubber Chemicals
Duro-Gloss Rubber Co The New Haven

Rubber Chemicals
Goodyear Rubber Co The Middletown

Rubber Chemicals
United States Rubber Company (Keds, Kedettes, Gaytees, U S Royal Footwear) Naugatuck

Rubber Chemicals
Seamless Rubber Company The New Haven

Rubber Chemicals
Danbury Rubber Co Inc The Danbury

Rubber Chemicals
Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds) Naugatuck

Rubber Chemicals
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown

Rubber Chemicals
Naugatuck Chemical Division United States Rubber Co Naugatuck

Rubber Chemicals
Danbury Rubber Co Inc The Danbury

Rubber Chemicals
Danbury Rubber Co Inc The Danbury

Rubber Chemicals
John P Smith Co The 423-33 Chapel St New Haven

Safety Clothing
American Optical Company Safety Division Putnam

Safety Fuses
Ensign-Bickford Co The (mining & detonating) Simsbury

Safety Fuses
American Optical Company Safety Division Putnam

Safety Fuses
American Optical Company Safety Division Putnam

Safety Fuses
Beij & Williams Co The Hartford

Safety Fuses
General Electric Company Bridgeport

Safety Fuses
Capewell Mfg Co The (Hack Saw, Band Saw) Hartford

Safety Fuses
Atlantic Saw Mfg Co New Haven

Safety Fuses
Kron Company The Bridgeport

Safety Fuses
Acme Shear Company The Bridgeport

Safety Fuses
Hartford Wire Works Co The (Windows, Doors and Porches) Hartford

Safety Fuses
Weimann Bros Mfg Co The (small for bottles) Derby

Safety Fuses
Atlantic Screw Works (wood) Hartford

Safety Fuses
Blake & Johnson Co The (machine and wood) Waterville

Safety Fuses
Bristol Company The (socket set and socket cap screws) Waterbury

Safety Fuses
Charles Parker Co The (wood) Meriden

Safety Fuses
Clark Brothers Bolt Co Milldale

Safety Fuses
Connecticut Mfg. Co The (machine) Waterbury

Safety Fuses
Corbin Screw Div American Hardware Corp New Britain

Safety Fuses
Eagle Lock Company The Terryville

Safety Fuses
Holo-Chrome Screw Corporation The (socket set and socket cap) West Hartford

Safety Fuses
Scovill Manufacturing Company Waterbury 91 (Adv.)

IT'S MADE IN CONNECTICUT

Screw Machines
H P Townsend Mfg Company The Elmwood
Screw Machine Accessories
Barnaby Manufacturing and Tool Company Bridgeport

Screw Machine Products
Apex Tool Co Inc The Bridgeport
Blake & Johnson Co The Waterville
Bristol Screw Corporation Plainville
Centerless Grinding Co Inc The (Heat treated and ground type only) Bridgeport
19 Staples Street Bridgeport
Connecticut Manufacturing Company The Waterbury
Consolidated Industries West Cheshire
Corbin Screw Div American Hardware Corp New Britain

Eastern Machine Screw Corp The New Haven
Truman & Barclay Sls Winsted
Fairchild Screw Products Inc New Haven
Greist Mfg Co The (Up to 1 1/2" capacity) Forestville
Humason Mfg Co The Wethersfield
Lowe Mfg Co The Wethersfield
National Automatic Products Company The Berlin
Nelson's Screw Machine Products Plantsville
New Britain Machine Company The New Britain
Olson Brothers Company (up to 3/4" capacity) Plainville
Peck Spring Co The Waterbury
Plume & Atwood Mfg Co The Waterbury
Scovill Manufacturing Company Waterbury 91
Wallace Metal Products Co Inc New Haven
Waterbury Machine Tools & Products Co (B & S & Swiss type automatic) Waterbury
Waterville Mfg Co The Waterville
Watkins Manufacturing Co Inc Milford
Screw Machine Tools
Somma Tool Co (precision circular form tools) Waterbury

Screws—Socket
Allen Manufacturing Company The Hartford
Sealing Tape Machines
Better Packages Inc Shelton

Sewing Machines
Greist Mfg Co The (Sewing machine attachments) 503 Blake St New Haven
Morrow Machine Co The (Industrial) Hartford
Singer Manufacturing Company The (Industrial) Bridgeport

Shaving Soaps
J B Williams Co The Glastonbury
Shears
Acme Shear Co The (household) Bridgeport
Shells
Wolcott Tool and Manufacturing Company Inc Waterbury

Sheet Metal Products
American Brass Co The (brass and copper) Waterbury
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham
Plume & Atwood Mfg Co The Waterbury
United Advertising Corp Manufacturing Division (Job and Production Runs) New Haven

Sheet Metal Stampings
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Patent Button Co The Waterbury
Plume & Atwood Mfg Co The Waterbury

Shipment Sealers
Better Packages Inc Shelton

Shoe and Corset Laces
Ansonia O & C Co Ansonia
Showcase Lighting Equipment
Wiremold Company The Hartford
Shower Stalls
Dextone Company New Haven

Signals
H C Cook Co The (for card files) 32 Beaver St Ansonia

Sizing and Finishing Compounds
American Cyanamid & Chemical Corp Waterbury

Slide Fasteners
G E Prentice Mfg Co The Kensington
North & Judd Manufacturing Co New Britain
Patent Button Co The Waterbury
Shoe Hardware Div U S Rubber Company (Kwik zippers) Waterbury

Slings
American Steel & Wire Company New Haven
Smoke Stacks
Bigelow Company The (steel) New Haven

Soap
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

Solder—Soft
Torrey S Crane Company Plantsville

Special Machinery
Henry & Wright Manufacturing Company The Hartford

Special Machinery (Continued)
H P Townsend Mfg Company The Elmwood
Lundeborg Engineering Company Hartford
National Sherardizing & Machine Co (mandrels & stock shells for rubber industry) Hartford
Swan Tool & Machine Co The Hartford

Special Parts
Greist Mfg Co The (small machines, especially precision stampings) New Haven

Special Industrial Locking Devices
Corbin Cabinet Lock Div American Hardware Corp New Britain

Special Tools & Dies
Lundeborg Engineering Company Hartford

Spinnings
Gray Manufacturing Company The Hartford

Sponge Rubber
Sponge Rubber Products Co The Shelton
United States Rubber Company Naugatuck
Spray Painting Equipment and Supplies Waterbury
Lea Manufacturing Co The Waterbury

Spring Coiling Machines
Torrington Manufacturing Co The Torrington

Spring Units
Owen Silent Spring Co Inc (mattresses and furniture) Bridgeport

Spring Washers
Wallace Barnes Co The Div Associated Spring Corp Bristol

Spring—Coil & Flat
Han-Dee Spring and Manufacturing Co The (Coil and Flat) Hartford
Humason Mfg Co The Forestville
New England Spring Manufacturing Company Unionville

Peck Spring Co The
Wallace Barnes Co The Div Associated Spring Corp Bristol

Spring—Flat
Wallace Barnes Co The Div Associated Spring Corp Bristol
New England Spring Manufacturing Company Unionville

Spring—Furniture
Owen Silent Spring Co Inc Bridgeport

Spring—Wire
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The (compression, extension, torsion) Hartford
D R Templeman Co (jewelry) Plainville
J W Bernston Company (coil and torsion) Plainville

New England Spring Mfg Co
Wallace Barnes Co The Div Associated Spring Corp Bristol

Spring, Wire & Flat
Autoyre Company The Oakville

Stamped Metal Products
Waterbury Companies Inc Waterbury

Stamps
Hoggson & Pettis Mfg Co The (steel) 141 Brewery St New Haven
Parker Stamp Works Inc The (steel) Hartford

Stampings
DooVal Tool & Mfg Inc The Naugatuck
Han-Dee Spring and Manufacturing Co The (small) Hartford
Plume & Atwood Mfg Co The (small) Waterbury

Stampings—Small
Greist Manufacturing Co The New Haven
L C White Company The Waterbury
Rogers Corporation (Fibre Cellulose Paper) Manchester

Wallace Barnes Co The Div Associated Spring Corp
Waterbury Companies Inc Waterbury

Stationery Specialties
Stanley Works The (hot and cold rolled strip) New Britain

Steel Castings
Hartford Electric Steel Co The (carbon and alloy steel) 540 Flatbush Ave Hartford
Malleable Iron Fittings Co Branford
Nutmeg Crucible Steel Co Branford

Steel—Cold Rolled Spring
Wallace Barnes Co The Div Associated Spring Corp Bristol

Steel—Cold Rolled Stainless
Wallingford Steel Company Wallingford

Steel—Cold Rolled Strip and Sheets
American Steel & Wire Company New Haven
Detroit Steel Corporation New Haven
Wallingford Steel Company Wallingford

Steel Goods
Merriam Mfg Co (sheets products to order) Durham

Steel Strapping
Stanley Works The New Britain

Stereotypes
W T Barnum & Co Inc New Haven

Stop Clocks, Electric
H C Thompson Clock Co The Bristol

Stove Bolts
Eagle Lock Company The Terryville

Straps, Leather
Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown

Studio Couches
Waterbury Mattress Co Waterbury

Super Refractories
Mullite Refractories Co The Shelton

Surface Metal Raceways & Fittings
Wiremold Company The Hartford

Surgical Dressings
Acme Cotton Products Co Inc East Killingly
Seamless Rubber Company The New Haven

Surgical Rubber Goods
Seamless Rubber Company The New Haven

Switches—Electric
General Electric Company Bridgeport

Swaging Machinery
Hartford Special Machinery Co The Hartford

Switchboards Wire and Cables
Rockbestos Products Corp (asbestos insulated) New Haven

Synchronous Motors
R W Cramer Company Inc The Centerbrook

Tanks
Bigelow Company The (steel) New Haven
State Welding Co The Hartford
Storts Welding Company (steel and alloy) Meriden

Tape
Russell Mfg Co The Middletown

Tap Extractors
Walton Company The West Hartford

Taps, Collapsing
Geometric Tool Co The New Haven

Tarred Lines
Brownell & Co Inc Moodus

Tea
Upham Food Products Inc (package and tea balls) Hawleyville

Telemetering Instruments
Bristol Co The Waterbury

Television Receivers
General Electric Company Bridgeport

Testers—Non-Destructive
Sperry Products Inc Danbury

Textile Machinery
Morrow Machine Co The 2814 Laurel St Hartford

Textile Mill Supplies
Ernst Bischoff Company Inc Ivoryton

Textile Processors
American Dyeing Corporation (rayon, acetate) Rockville
Aspinook Corp The (cotton) Jewett City

Thermometers
Bristol Co The (recording and automatic control) Waterbury

Thermostats
Manning Maxwell & Moore Inc Bridgeport

Bridgeport Thermostat Company Inc (automatic)
Plume & Atwood Mfg Co The Thomaston
Thinsheet Metals Co The (plain or rolls) Waterbury

Thread
American Thread Co The Willimantic
Belding Heminway Corticelli Putnam
Gardner Hall Jr Co The (cotton sewing) South Willington

Lloyd E Cone Thread Co The (industrial cotton sewing)
Max Pollack & Co Inc Groton and Willimantic
Wm Juhl Manufacturing Co Mystic

Thread Rolling Machinery
Hartford Special Machinery Co The Hartford

Threading Machines
Grant Mfg & Machine Co The (double and automatic) Bridgeport

Time Recorders
Stromberg Time Corp Thomaston

Timers, Interval
A W Haydon Co The Waterbury
H C Thompson Clock Co The Bristol
R W Cramer Company Inc The Centerbrook

Timing Devices
Rhodes Inc M H Hartford

A W Haydon Co The
R W Cramer Company Inc The Centerbrook
Lux Clock Manufacturing Company Waterbury
Rhodes Inc M H Hartford
Seth Thomas Clocks Thomaston
United States Time Corporation The Waterbury

Timing Devices & Time Switches
A W Haydon Co The Waterbury
Lux Clock Manufacturing Company Waterbury
M H Rhodes Inc Hartford

Tinning
Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury
Wilcox Crittenden & Co Inc Middletown (Adv.)

IT'S MADE IN CONNECTICUT

Tools	
Hoggson & Pettis Mfg Co The (rubber workers)	New Haven
141 Brewery St	New Haven
O K Tool Co Inc The (inserted tooth metal cutting)	33 Hull St Shelton
Tool Chests	
Vanderman Manufacturing Co The	Willimantic
Tools & Dies	
Moore Special Tool Co	Bridgeport
Swan Tool & Machine Co The	Hartford
Tools, Dies & Fixtures	
Fonda Gage Company (also jigs)	Stamford
Grandahl Tool and Machine Company	Hartford
Greist Mfg Co The	New Haven
Tools, Hand & Mechanical	
Bridgeport Hardware Mfg Corp The (screw drivers, nail pullers, box tools, wrenches, auto tools, forgings & specialties)	Bridgeport
Toys	
A C Gilbert Company	New Haven
Geo S Scott Mfg Co The	Wallingford
Gong Bell Co The	East Hampton
N N Hill Brass Co The	East Hampton
Waterbury Companies Inc	Waterbury
Toys and Novelties	
Waterbury Companies Inc	Waterbury
Tramways	
American Steel & Wire Company	New Haven
Trucks—Industrial	
George P Clark Co	Windsor Locks
Trucks—Lift	
Excelsior Hardware Co The	Stamford
George P Clark Co	Windsor Locks
Trucks—Skid Platforms	
Excelsior Hardware Co The (lift)	Stamford
Tube Clips	
H C Cook Co The (for collapsible tubes)	32 Beaver St Ansonia
Weimann Bros Mfg Co The (for collapsible tubes)	Derby
Tube Fittings	
Scovill Mfg Co ("Uniflare")	Waterbury
Tubing	
American Brass Co The (brass and copper)	Waterbury
Scovill Manufacturing Company (Brass and Copper)	Waterbury 91
Tubing—Heat Exchanger	
Scovill Manufacturing Company	Waterbury 91
Typewriters	
Royal Typewriter Co Inc	Hartford
Underwood Corporation	Hartford
Typewriters—Portable	
Underwood Corporation	Hartford
Typewriter Ribbons and Supplies	
Underwood Corporation	Hartford and Bridgeport
Undercleanser Rolls	
Sonoco Products Co (Climax-Wellow Div)	Mystic
Uniform Buttons	
Waterbury Companies Inc	Waterbury
Union Pipe Fittings	
Corley Co Inc The (300# AAR)	Plainville
Upholstering Fabrics—Woolen & Worsted	
Broad Brook Company (automobile, airplane, railroad)	Broad Brook
Vacuum Bottles and Containers	
American Thermos Bottle Co	Norwich
Vacuum Cleaners	
Electrolux Corporation	Old Greenwich
Spencer Turbine Co The	Hartford
Valves	
Norwalk Valve Company (sensitive check valves)	South Norwalk
W S Rockwell Company (Industrial)	Fairfield
Valve Discs	
Colt's Manufacturing Company	Hartford
Valves—Automatic Air	
Beaton & Cadwell Mfg Co	New Britain
Valves—Automobile Tire	
Bridgeport Brass Company	Bridgeport
Valves—Radiator Air	
Bridgeport Brass Company	Bridgeport
Valves—Relief & Control	
Beaton & Cadwell Mfg Co	New Britain
Valves—Safety & Relief	
Manning Maxwell & Moore Inc	Bridgeport
Varnishes	
Staminit Corp The	New Haven
Velvets	
American Velvet Co (owned and operated by A Wimpheimer & Bro Inc)	Stonington
Leiss Velvet Mfg Co Inc The	Willimantic
Velvet Textile Corporation The (velveteen)	West Haven
Ventilating Systems	
Colonial Blower Company	Plainville
Vibrators—Pneumatic	
New Haven Vibrator Company (industrial)	New Haven
Vises	
Charles Parker Co The	Meriden
Fenn Manufacturing Company The (Quick-Action Vises)	Hartford
Vanderman Manufacturing Co The (Combination Bench Pipe)	Willimantic
Waffle Irons—Electric	
General Electric Company	Bridgeport
Washers	
American Felt Co (felt)	Glenville
Auburn Manufacturing Company The (all materials)	Middletown
Blake & Johnson The (brass, copper & non-ferrous)	Waterville
Clark Brothers Bolt Co	Middledale
J H Sessions & Son	Bristol
Plume & Atwood Mfg Co The (brass & copper)	Waterbury
Raybestos Div of Raybestos-Manhattan Inc The (clutch washers)	Bridgeport
Saling Manufacturing Company (made to order)	Unionville
Sessions Foundry Co The (cast iron)	Bristol
Washers—Felt	
Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville
Washing Machines—Electric	
General Electric Company	Bridgeport
Watches	
Benrus Watch Co	30 Cherry St Waterbury
E Ingraham Co The	Bristol
New Haven Clock and Watch Co The (pocket & wrist)	New Haven
United States Time Corporation The	Waterbury
Water Heaters	
Whitlock Manufacturing Co The (instantaneous & storage)	Hartford
Water Heaters—Electric	
Bauer & Company Inc	Hartford
Waterproof Dressings for Leather	
Viscol Company The	Stamford
Wedges	
Saling Manufacturing Company (hammer & axe)	Unionville
Welding	
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals)	New Haven
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators)	Hartford
Porcupine Company The	Bridgeport
State Welding Co The (Equipment Mfrs & Steel Fabricators)	Hartford
Welding—Lead	
Storts Welding Company (tanks and fabrication)	Meriden
Welding Rods	
Bristol Brass Co The (brass & bronze)	Bristol
Wheels—Industrial	
George P Clark Co	Windsor Locks
Wicks	
Auburn Manufacturing Company The (felt, asbestos)	Middletown
Raybestos Div of Raybestos-Manhattan Inc The (oil burner wicks)	Bridgeport
Russell Mfg Co The	Middletown
Window & Door Guards	
Hartford Wire Works Co The	Hartford
Wire	
American Steel & Wire Company	New Haven
Atlantic Wire Co The (steel)	Brantford
Bartlett Hair Spring Wire Co The (hair spring)	North Haven
Bristol Brass Corp The (brass & bronze)	Bristol
Driscoll Wire Co The (steel)	Shelton
Hudson Wire Co The (insulated & enameled magnet)	Winsted
Platt Bros & Co The (zinc wire)	Winsted
P O Box 1030	Waterbury
Plume & Atwood Mfg Co The (brass, bronze, nickel silver)	Thomaston
Scovill Manufacturing Company (Brass, Bronze and Nickel Silver)	Waterbury 91
Wire Arches & Trellises	
Hartford Wire Works Co The	Hartford
John P Smith Co The	New Haven
423-33 Chapel St	New Haven
Wire Baskets	
Rolock Inc (for acid, heat, degreasing)	Fairfield
Wire Cable	
Bevin-Wilcox Line Co The (braided)	East Hampton
Wires and Cable	
General Electric Company (for central stations, industrial and mining applications)	Bridgeport
Rockbestos Products Corporation (asbestos insulated)	New Haven
Wires—Building	
General Electric Company	Bridgeport
Wires—Telephone	
General Electric Company	Bridgeport
Wire Cloth	
Hartford Wire Works Co The	Hartford
C O Jelliff Mfg Co The (all metals, all meshes)	Southport
Pequot Wire Cloth Co Inc	Norwalk
Rolock Incorporated	Fairfield
Smith Co The John P	New Haven
Wire Drawing Dies	
Waterbury Wire Die Co The	Waterbury
Wire Dipping Baskets	
Hartford Wire Works Co The	Hartford
John P Smith Co The	New Haven
423-33 Chapel St	New Haven
Wire—Enameled Magnet	
Sweet Wire Co	Winsted
Wire Formings	
Autoyre Co The	Oakville
G E Prentice Mfg Co The	Kennington
North & Judd Manufacturing Co	New Britain
Verplex Company The	Essex
Wire Forms	
Colonial Spring Corporation The	Hartford
Connecticut Spring Corporation The	Hartford
Humason Mfg Co The	Forestville
New England Spring Mfg Co	Unionville
Wallace Barnes Co The Div Associated Spring Corp	Bristol
Wire Goods	
American Buckle Co The (overall trimmings)	West Haven
Patent Button Co The	Waterbury
Scovill Manufacturing Company (To Order)	Waterbury 91
Wire Partitions	
Hartford Wire Works Co The	Hartford
John P Smith Co The	New Haven
423-33 Chapel St	New Haven
Wire Products	
Claireglow Mfg Company	Portland
Plume & Atwood Mfg Co The (to order)	Waterbury
Wire Reels	
A H Nilson Mach Co The	Bridgeport
Wire Rings	
American Buckle Co The (pan handles and tinner's trimmings)	West Haven
Wire Rope and Strand	
American Steel & Wire Company	New Haven
Wire Shapes	
Bridgeport Chain & Mfg Co	Bridgeport
Wire—Specialties	
Andrew B Hendryx Co The	New Haven
Wood Handles	
Salisbury Cutlery Handle Co The (for cutlery & small tools)	Salisbury
Wood Scrapers	
Fletcher-Terry Co The	Forestville
Woodwork	
C H Dresser & Sons Inc (Mfg all kinds of woodwork)	Hartford
Hartford Builders Finish Co	Hartford
Woven Awning Stripes	
Falls Company The	Norwich
Woven Felts—Wool	
Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville
Yarns	
Hartford Spinning Incorporated (Woolen, knitting and weaving yarns)	Unionville
Aldon Spinning Mills Corporation The (fine-woolen and specialty)	Talcottville
Ensign-Bickford Co The (jute carpet)	Simsbury
Zinc	
Platt Bros & Co The (ribbon, strip and wire)	Waterbury
P O Box 1030	Waterbury
Zinc Castings	
Newton-New Haven Co Inc	688 Third Ave West Haven (Advt.)

Business Tips

(Continued from page 37)

But you did grasp the telephone and impressed each department manager with your uncanny faculty for not missing a trick. All of this came from your report reminder which is maintained by me.

You suddenly announced your intention of going to New York that night. I made your reservations, and then when you decided to take a later train, I canceled the original and obtained new reservations.

YES, I misplaced the COMMA!

You sat in conference with your superiors. I took notes on the meeting. You were stymied at one point in the discussion until I unobtrusively slipped you a memo of the current status of the problem. Thereupon you impressed your associates with your drive and attention to detail.

YES, I misplaced the COMMA!

During the morning I mentioned to you that an item, key to production, was low and that an order placed by us some time ago had not been filled. I called the manufacturer and found that shipment had been made and finally traced the shipment to the local freight station. This you knew. An hour or so later the affected department called you saying that it must close if the items were not received by 4:30 p. m. You informed the department that it would have your personal attention. The items arrived in regular course and the department did not close. Once more you proved your ability to "get it done."

YES, I misplaced the COMMA!

Also, I answered a seemingly endless stream of telephone calls, brought up to date my daily record of production and sales, entertained those waiting for you by appointment, soothed ruffled feelings between departments, and went home thoroughly tired.

Yes, I misplaced the comma and I shall be more careful in the future."

Her reading slowed as she reached the closing. Then she turned and stepped quickly away from the desk, the letter still in her hand. As she returned to her typewriter she tore the page into little pieces which dropped into the wastebasket as she reached for the ringing telephone.

The Right to Own . . .

(Continued from page 43)

learning that has already taken place in this unit of study about the right to own property. Several frames in this filmstrip deal specifically with the provisions in our constitution and bill of rights that protect our right to own property and the means of production.

Word Test

To test the pupil's ability to use in meaningful content words related to our American way of doing business, prepare 15 or 20 sentences on the subjects being currently studied, leaving out key words. Have the sentences mimeographed and distribute to the pupils who will fill in the missing words.

Posters

For making clear to the pupils the parts of our Constitution and Bill of Rights that protect our American way of doing business, plan with the pupils to make posters illustrating those guarantees: Article IX which was drawn to protect all rights not specifically mentioned in the other articles, and Article X, which guarantees that no person "shall be deprived of life, liberty or property, without due process of law, nor shall private property be taken for public use without just compensation," and Article XIV which reaffirms this same concept.

Service Section

GENERAL MANAGER and General Sales Manager who has consistently shown a profit in his plant operations, quadrupled sales volume, and who has a broad knowledge of hardware (both industrial products and shelf goods), building materials and sporting goods, as well as established connections with large manufacturers, the better hardware and mill supply jobbers and dealers, chain stores and mail order houses throughout the country, is now available in either of his qualified capacities in another Connecticut or New England company. Address PW-1480.

INDUSTRIAL ENGINEER with many years of experience in a wide variety of industries, including several in Connecticut, is now available. Duties of former positions consisted of standardization, coordinating operations, layouts, methods, procedures, cost and quality control and allied subjects, setting standards for manufacturing operations, making recommendations for improved procedure and methods. Several years spent in Russia laying out and putting a plant into operation. Address PW-1481.

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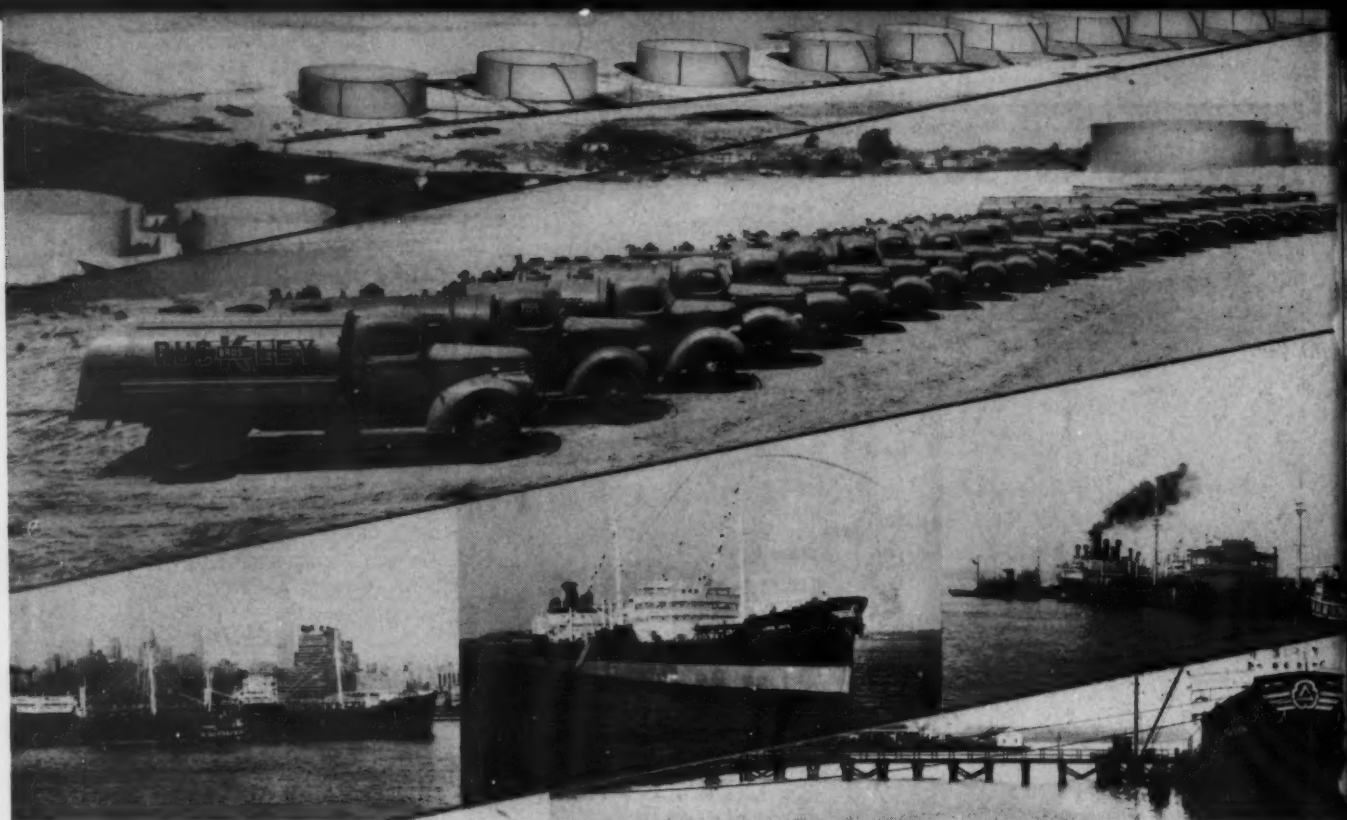
NEVER BEFORE have two colliers of the "Seam" class been at the dock of the T. A. D. Jones and Company, Inc. at the same time. The vessel on the left is the "Sewanee Seam" discharging a cargo of the finest New River coal for distribution throughout Connecticut. The vessel on the right is the "Sewell Seam" taking on Bunker "C" Fuel Oil from the tanks of the T. A. D. Jones and Company, Inc.

THE LARGEST IN THE WORLD and the most modern are these Seam vessels, having a cargo capacity of almost 12,000 net tons of coal.

AT NEW HAVEN, the T. A. D. Jones and Company, Inc., maintains the only commercial tidewater dock between Providence and New York equipped to handle these huge vessels.

T. A. D. JONES & COMPANY, INC.

NEW HAVEN • BRIDGEPORT
CONNECTICUT



Every Facility to *Guarantee* Better Fuel Service *Always at lower cost!*

Buckley Bros. 72 million gallon terminal at Bridgeport keeps your fuel costs down.

"Bunker C" or No. 6 industrial fuel oil, for example, is low in cost *provided handling is kept at a minimum*. Buckley "Bunker C" is priced lower because there is no extra cost for heating and handling at small storage yards. Our efficient fleet of trucks delivers

"Bunker C" to any plant in Connecticut promptly and economically.

This adds up to savings greater than you have ever believed possible.

Let us show you, without obligation, of course, just how much Buckley "Bunker C" will save *your* plant. Just write, wire—or phone us at Bridgeport 6-3541 today.

NEW ENGLAND'S LARGEST PETROLEUM STORAGE TERMINAL

Look to



for Better Service - Lower Fuel Costs

Terminals at:

BRIDGEPORT AND WATERBURY, CONNECTICUT

Offices at:

ONE SEAVIEW AVENUE, BRIDGEPORT



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